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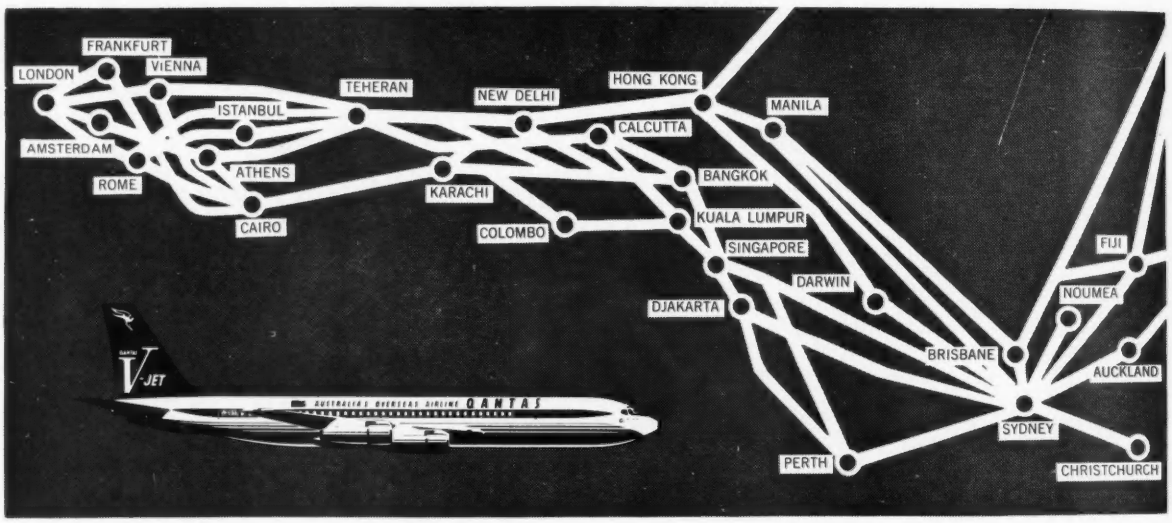

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Using the AEI SEM 2 electric probe microanalyzer, part of the range of AEI Electronics scientific apparatus, which includes electron microscopes, mass spectrometers and vacuum products. Over half the production is exported, three-quarters to the United States, France and Germany. More than 60 mass spectrometers have been supplied, or are on order, for Western Germany, valued at over £400,000.

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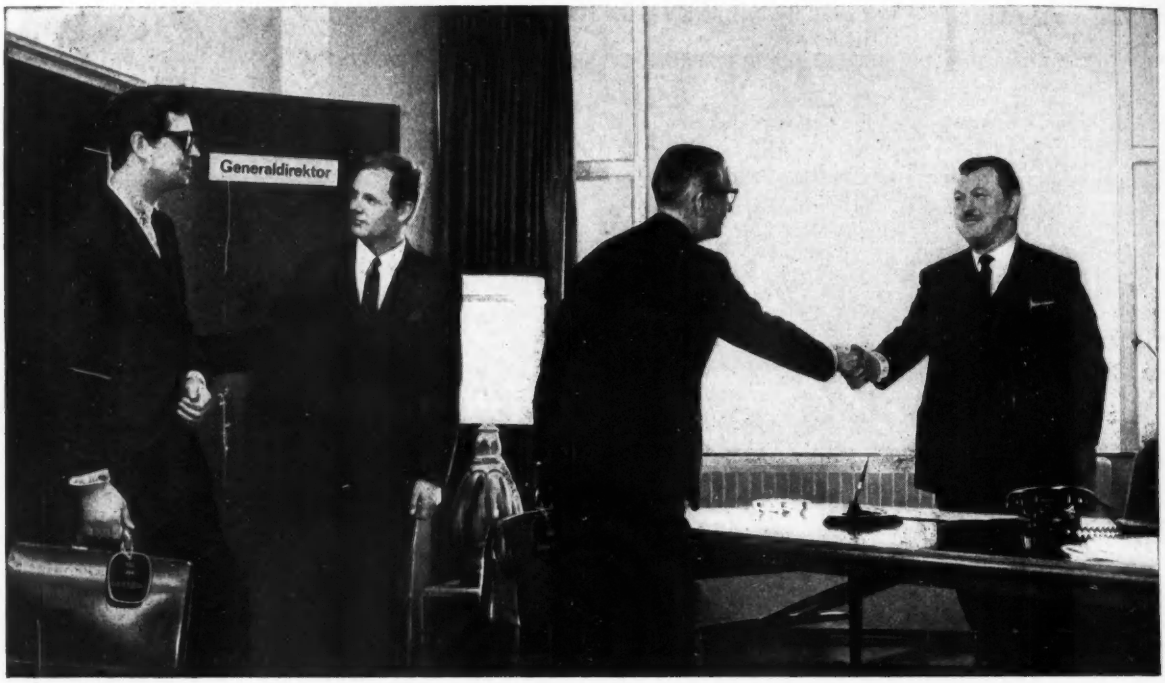

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'TRADING WITH THE SIX'—6 *(Concluded)*

A two-way trade with West Germany

by S. L. Edwards, HM Minister (Economic), British Embassy in Bonn

PERHAPS THE MOST noticeable feature of the present pattern of trade between Britain and Germany is the volume and range of similar goods which we sell to each other. Last year these included machinery, chemicals, transport equipment, non-ferrous metals, scientific and optical goods, textile yarn and fabrics, metal manufactures, iron and steel, non-metallic mineral manufactures and petroleum products, which between them accounted for no less than 70.5 per cent of our total exports to, and 85 per cent of our total imports from, the Federal Republic and West Berlin.

These figures serve to emphasize that the very similarity of the industrial structure of highly developed countries like Britain and West Germany encourages, rather than inhibits, the growth of trade between them. The problem is, of course, to identify those sectors which would repay additional effort under present circumstances and those which would stand to benefit most from our membership of the European Economic Community.

How has our export trade to the Federal Republic been moving in recent years? From 1962 to 1965 the total value of exports (excluding re-exports) increased steadily from £199 million in 1962 to £213 million in 1963, £222 million in 1964 and £255 million in 1965, representing a rate of growth in each succeeding year of 6.9 per cent, 4 per cent and 15.1 per cent respectively.

In 1966, however, at £253 million our exports showed a drop of 0.8 per cent compared with 1965: and figures for the first three months of the current year show a continuation of the downward trend. Even if we ascribe to the slowing down in German business activity in 1966 the stagnation in development of our exports in that year, we must recognize that the British share of German imports has been falling. This is shown by the fact that, while for the years 1962-1964 our exports to the Federal Republic represented 4.7 per cent of the country's total imports, the percentage fell in 1965 to 4.5 per cent and again in 1966 to 4.3 per cent.

It is difficult, and indeed misleading, to generalize about the very wide range of goods represented by these overall figures, but the trend towards a declining share of total imports is clear for a number of commodities even where the value of sales has increased. This is particularly noticeable in the case of agricultural machinery and tractors (which, however, showed signs of recovery last year), rubber goods, miscellaneous metal products, vegetable and animal fibre yarns, clothing, artificial plastic materials, industrial engines and certain chemical products.

Against this can be set the very encouraging performance of our optical and precision instrument, office machinery, toy, pharmaceutical, chemical intermediate, textile and leather machinery and electrical machinery manufacturers, who have, in the more difficult trading conditions of the past 18 months, at least maintained, and in many cases increased, their share of total German imports.

One conclusion to be drawn from our performance in the German market over the past five years is that, in spite of the increasing tariff against us, we have maintained an expanding and, in some cases, impressive volume of exports to the Federal Republic; where our performance has been better than average it has been because we have been able to offer a product which has enjoyed a marginal advantage of performance, price or novelty, over the domestic article. Our problem in cases of this kind will in future be not simply to increase the value of our sales in absolute terms, but to take a larger share of a growing market.

The first trailer to be discharged onto the newly completed roll-on/roll-off terminal provided by the British Transport Docks Board at Alexandra Dock, King's Lynn. Opened late last year it is used by the m.v. 'Alster' – Argo Washbay Line – on the service between King's Lynn and Hamburg. This is the first service of its type between the United Kingdom and Hamburg. The terminal was specially constructed at a cost of approximately £120,000 and is able to accommodate any roll-on/roll-off vessel which can enter the Alexandra Dock, King's Lynn.

Just how fast is this market growing? In spite of a discernable levelling off in economic activity in 1966 German imports rose by 3.2 per cent or nearly £200 million, from £6,290 million in 1965 to £6,489 million in 1966 and *per capita* income from £514 to £542. Of the principal economic indicators only gross domestic fixed capital formation fell slightly from £4,375 million to £4,321 million and imports expressed as a percentage of the gross domestic product from 15.7 per cent to 15.2 per cent. In the same period exports rose by 12.5 per cent from £6,397 million to £7,199 million, and with them the country's gold and foreign currency reserves from £2,613 million to £2,720 million.

It was against this background that the Federal Government, concerned at the abnormally rapid growth of the country's export surplus, introduced measures earlier this year designed to increase domestic demand – and with it the volume of imports – as a means of, among other objectives, avoiding excessive surpluses in the future. It is in this context – a policy of reflation to stimulate domestic demand, and an acceptance of the role which imports can play in maintaining the country's balance of payments at something approaching equilibrium and in stabilizing prices – rather than the current temporary halt in the growth of the German economy, with its attendant short-term fears of surplus industrial capacity and rising unemployment – that our immediate sales prospects in the German market should be viewed.

While we are outside the EEC, where do our best prospects lie? Broadly speaking, in exploiting on the one hand the high purchasing power of the German consumer, who can afford to be selective and who has acquired a taste for foreign products and, on the

(Continued on page 1457)

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other, the continuing trend in Germany towards mechanization, rationalization and labour-saving techniques, notably in manufacturing industry and retail distribution.

A third broad area in which our prospects are good is the scientific research field, in which both public and private expenditure are likely to increase steadily over the next few years. I have already referred to the encouraging performance of our exporters in some of the categories covered by these three broad headings. In spite of the tariff problem we have already increased and can expect to continue increasing, the value of sales of furniture, high quality knitwear, clothing, foodstuffs, and certain ranges of textiles. In the capital goods sector we can also expect at least to maintain our position in sales of electronic systems and components and, in spite of our most recent performance, to regain our former share of the German market for agricultural machinery and tractors, industrial engines, mechanized handling equipment and certain chemical products.

In some estimates of the short term prospects there is, perhaps, a tendency for the tariff question to obscure other, no less important, factors which will also determine our success in the market. The movement towards a common external tariff is only one of a number of means towards the formation of a Community whose member state's economies will be fully assimilated, whether by the harmonization of existing legislation, the introduction of new, common policies and regulations on marketing and technical or quality standards or by the effects of competition in an enlarged market. In any evaluation of our future prospects we must also take into account the results of the Kennedy Round; as they have brought about a multilateral reduction in tariffs, the non-tariff factors are likely to become even more significant. Close attention to the existing 'continental' standards and adaptation to the new common regulations as they come into force will, therefore, become increasingly important.

En route to Düsseldorf for the Drupa Exhibition, this fleet of lorries at Antwerp docks was loaded at Peterborough with the double-width 'Halley-Aller' web offset press being exhibited by Baker Perkins Limited. Transport of this 90-ton load was arranged by Houlder Brothers and Company Limited, London.

In the long term the economies of the Six will move closer together. If we remained outside the Community, many of our exporters would experience mounting pressure on their profit margins at the very time when their competitors on the continent were enjoying increasing economies of scale. For this reason it is all the more important that, our manufacturers should keep a close watch on the movement towards harmonization of trade legislation in the Community and to the greatest possible degree, adapt their products to meet the widening range of common standards and their marketing policy to take account of the new patterns of distribution which will begin to evolve as national boundaries become less important within the Community.

(*Continued on next page*)

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Such a picture, I admit, would not be very encouraging, and should be compared with the possible future prospects for Britain within the Community. An excellent example of this is our motor industry which should in the long term show a clear benefit from free access to the German market.

Strong as her domestic industry is, the Federal Republic is a major importer of motor vehicles: in 1966 over 15 per cent of all vehicles registered were of foreign manufacture, compared with nearly 11 per cent in 1965. Last year some 219,000 new foreign vehicles were registered, an increase of nearly 22 per cent over 1965. In the same period the British share of these registrations fell marginally compared with 1965, and remained at about 4,000 units. This tends to support the contention that, as long as our motor industry has to contend with the present high level of duty our share of this substantial market will, at best, remain static and that this will inhibit the expansion of the sales and servicing facilities essential to effective marketing.

The fact that French and Italian manufacturers (who between them supplied 93.5 per cent of total imports in 1966) have been so successful in developing the market is ample evidence of what the right sort of marketing policies and efforts can achieve under favourable tariff conditions. Our own industry produces a range of cars in the classes (500 to 999 c.c. and 1 to 1½ litres) for which there is most demand and in which the French and Italian manufacturers have been most successful. It is significant that sales of British cars in the 500 to 999 c.c. range rose from 137 units in 1965 to 762 last year, following a substantial reduction in the price of BMC 'minis'. The 50 per cent tariff reduction for cars secured in the Kennedy Round should make possible a further expansion of our sales and take us a substantial part of the way towards the goal of free trade in such products. Entry into the Common Market would enable us to go even further, and an open market for these and other models for which our motor industry has achieved an enviable reputation should, backed by a sales, servicing and spares network on the scale already established by French and Italian producers, achieve results more in keeping with its performance elsewhere in the world.

Given membership of the Community, in which sectors of the German market would we stand to gain most? Clearly there would be scope for a reversal of the recent trend in all those items already mentioned which form the bulk of our exports to Germany and which are finding it difficult to maintain their position in present circumstances. In addition to these, however, we could expect to see new opportunities in the consumer goods field for medium quality knitwear, men's and women's clothing, footwear, a wider range of furnishing fabrics and non-woollen apparel, textiles and leather goods, an increased variety of foodstuffs, domestic electrical goods and all types of leisure articles.

Speakers at the annual general meeting of the British Trade Council in Germany which took place in Bad Godesberg recently were, left to right, Mr. Peter Tennant, director general BNEC; HM Ambassador Sir Frank Roberts, honorary president of the Trade Council; Mr. John Whitehorn, overseas director, CBI (honorary vice-president of the Trade Council); and Dr. F. T. Hamblin, manager of ICI (Deutschland) GmbH, (vice-president of the Trade Council).

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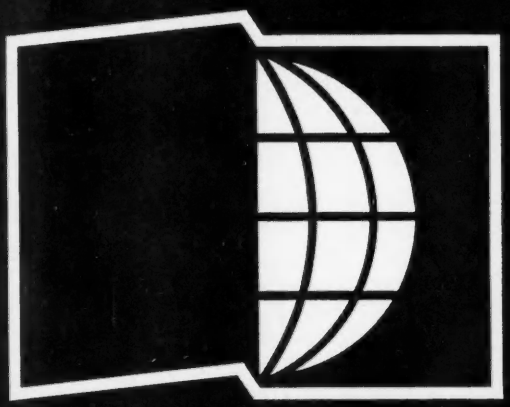

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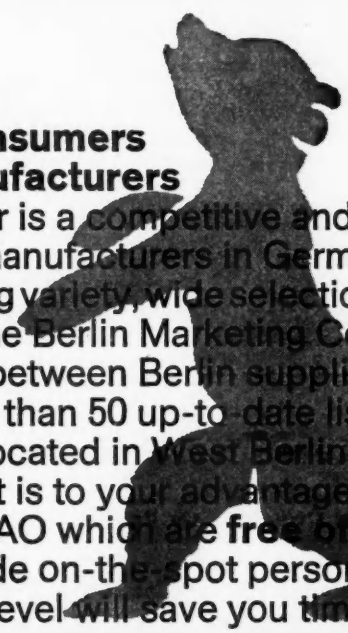

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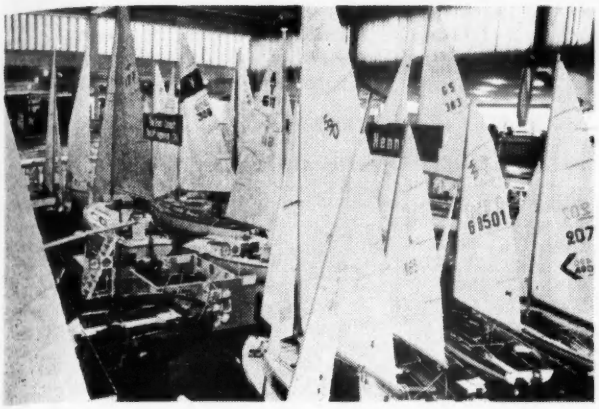


A British boatbuilding firm, The East Coast Yacht Agency Ltd., exhibiting at the Hamburg Boat Show, held earlier this year.

Export opportunities in West Germany

BELOW IS A list of export opportunities in West Germany which has recently been published in the *Export Services Bulletin.*

Ref. No.	Commodity		Bulletin No.
ESB 20483/67	Bearing industry machinery; industrial plant and machinery	Export Opportunity	98/67
ESB 18345/67	Motor car components	Agency	97/67
ESB 19888/67	Fertilizer; seed	Agency	96/67
ESB 20345/67	Measuring instruments	Agency	95/67
ESB 19686/67	Chemicals	Agency	95/67
ESB 19925/67	Measuring equipment; testing equipment	Agency	95/67
ESB 4923/67	Agricultural and gardening machinery; construction machinery; pipe threading equipment.	Agency	93/67
ESB 18155/67	Pharmaceutical chemicals	Agency	91/67
ESB 13913/67	Data processing equipment accessories	Agency	88/67
ESB 18964/67	Medicinal herbs and roots; pharmaceutical raw materials.	Export Opportunity	88/67
ESB 19157/67	Pipes; roofing sheets; tiles; wire and wire mats	Export Opportunity	88/67
ESB 18072/67	Boys' anoraks; men's leisure and hunting clothes.	Agency	87/67
ESB 17597/67	Aircraft; aircraft parts and equipment	Agency	86/67
ESB 18070/67	Confectionery; drinks; foodstuffs	Export Opportunity	84/67

TWO-WAY TRADE WITH WEST GERMANY, *continued*

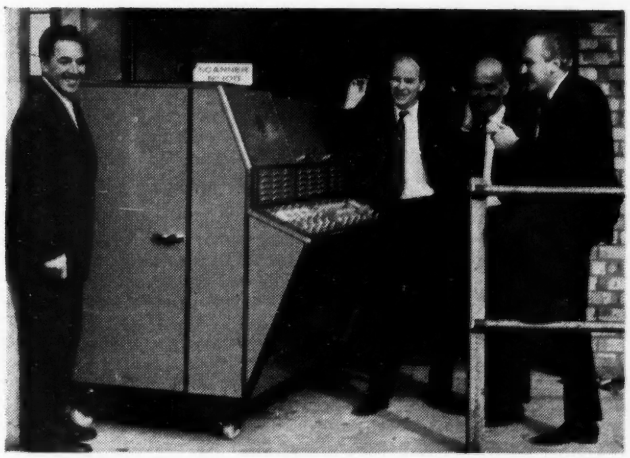
There would also be increased prospects in the capital goods sector for a wider range of electronic equipment, chemical intermediates, dyestuffs and plastics, process control equipment and industrial instrumentation, electrical machinery, machine tools and packaging and food processing machinery.

Already a number of firms – engaged in manufacturing, distributing and a wide range of services, including banking, insurance, accountancy, transport, and advertising and consultancy – have established themselves in the Federal Republic, either by setting up local subsidiaries or by acquiring existing German companies. A measure of this trend is the growing membership of the British Trade Council in Germany which, now between 250 and 300, has nearly doubled over the last four years. The distilled experience of a number of these firms is contained in a paper, prepared for the Council last year and entitled *Starting to Trade in Germany*, which sets out the principles by which a newcomer to the market should be guided and the various stages to be followed in setting up his subsidiary and introducing his product effectively. (Copies of *Starting to Trade in Germany* and other reports prepared for last year's 'Market Germany' exercise may be obtained on application to the Export Services Branch or to the Regional Offices of the Board of Trade.)

At present British firms have to obtain exchange control consent for investments in countries outside the sterling area. Such consent, however, is normally given where the funds can be raised overseas and this should be possible in many instances in Germany. Where the investments will bring in an early substantial and continuing return to the United Kingdom balance of payments they can alternatively be financed through the investment currency market.

If our performance over the past five years is a reliable guide to our place in the German market in the next five it is clear that the very considerable efforts of British industry would be handicapped in varying degrees and in varying sectors if we were to remain outside the EEC. If there is a lesson to be learned from our recent experience it is that it is worth maintaining the effort; the record of our achievement so far in spite of the difficulties is a measure of British industry's ingenuity and adaptability.

Previous articles in this series were on Italy (March 17), The Netherlands (March 31), Luxembourg (April 14), Belgium (May 5) and France (May 19).



The 100th K. S. Paul Colour Scanner which left the company's Kingsbury Works on its way to Axel Springer in West Germany earlier this year. Shown in the picture, left to right, are S. Laredo, works manager; D. J. Kyte, technical director; Les Parkins, senior colour consultant, and P. H. Pollock, director of K. S. Paul and Associates Limited.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

Kennedy Round

SPEAKING IN THE House of Commons on May 31, the President of the Board of Trade made the following statement on the Kennedy Round negotiations:

'The essential elements of agreement in the Kennedy Round of trade negotiations were reached on May 15. The Secretariat of the GATT are now engaged in compiling the detailed results of the bargains made both multilaterally and in the numerous bilateral negotiations between individual participating countries. I shall in due course present to Parliament a White Paper setting out these detailed results so far as they affect this country. In the meantime, I can give the House a general account of what has been done.

'Reductions in industrial tariffs will be very substantial. So far as can be judged at the moment, the average reductions which will be made by the major trading countries in their tariffs on industrial goods will be over 35 per cent. This compares with the average of about 7 per cent achieved in the previous negotiations completed in 1962 and known as the Dillon Round. The bilateral agreements between the United Kingdom and the European Economic Community, the United States and Japan provide for reciprocal reductions which are estimated to average 37 per cent, 38 per cent and 33 per cent respectively and affecting well over 70 per cent of our exports to them. British exporters will also benefit from reductions in m.f.n. tariffs negotiated bilaterally between other participants. Large reductions in chemical tariffs have been agreed, and the United States has undertaken to seek legislative authority for the abolition of the American Selling Price system which affects trade in benzenoid chemicals. As a contribution to the final settlement, which called for concessions from all the main participants, the United Kingdom agreed to reduce both its *ad valorem* and specific duties on iron and steel by 20 per cent.

'The world-wide reductions in tariffs will begin to be made in 1968 and will normally be spread over five stages.

'A new code of practice for dealing with allegations of dumping has been agreed which should be of considerable benefit to British exporters.

'For the first time in the history of such negotiations, the Kennedy Round settlement includes a substantial agricultural element. The essentials of an agreement covering trade in cereals have been agreed. These provide for minimum and maximum prices for wheat; the minimum price is above that of the existing international Wheat Agreement but below current price levels. They also provide for a food aid programme totalling 4½ million tons a year for the benefit of the developing countries. The British contribution to the cost of this programme will be 5 per cent. There will be no provisions in the cereals agreement regulating access to markets.

'The less developed countries should gain considerably from the settlement, which includes reductions of barriers to trade in tropical products, primary materials and manufactured goods of interest to them.

'I regard the outcome of these protracted negotiations as highly satisfactory and of great advantage to British industry, whose opportunities for trade overseas will be substantially improved. The high degree of success achieved must be attributed to the wisdom and patience of the negotiators and particularly of the Director General of the GATT, who played a vital part particularly in the final stages.'

Lord Brown to visit North America

LORD BROWN, Minister of State at the Board of Trade, is visiting the United States from June 5 to 13. Later he will go on to make a short visit to Expo '67 on June 14 and 15.

The Minister has been invited to the United States to receive an honorary degree in recognition for his research work on organization, at the University of South Illinois. During his visit he will also undertake a number of official engagements in his Ministerial capacity.

The Minister will visit New York, Washington, Chicago and Cleveland to meet businessmen and officials concerned with commercial work in the United States. Both the New York and Chicago British-American Chambers of Commerce will entertain Lord Brown, and the Minister will address gatherings of United States businessmen.

In Washington the Minister will see leading United States Administration officials concerned with trade policy, including Mr. Eugene Rostow, Under-Secretar y of the State Department, Mr. A. B. Trowbridge, Secretary of Commerce, and Mr. Gardner Ackey, chairman of the Council of Economic Advisers. Lord Brown will also address the United States Chamber of Commerce in Washington.

Lord Brown opens clothing export session

OPENING THE export session of the Clothing Manufacturers' Federation annual conference at Eastbourne on June 1, Lord Brown, Minister of State at the Board of Trade, said: 'I would like to share with you some thoughts on what is required for what I might call organization for export. This as I see it has two main aspects; organization for maximum efficiency in your company's operations and organization for positive export promotion.

'The work of any commercial enterprise is to design, produce and sell some form of goods or services. To carry out these activities and to weld them into a successful marketing operation, each company requires a team of people each fulfilling a specific role, and each required to carry out a particular type of work.'

He suggested a definition of work in business as the exercise of judgment within the bounds set by policies towards tasks specified by one's manager. He believed all human work even where it involved some physical effort involved some form of judgement, where this was not so, it at once became clear that such work could be very simply mechanized.

The Minister continued: 'Given this definition of work we have a basis for specifying the work content of various roles in a company. This can be done by stating as far as we are able the policies which exist and which bound the use of discretion by the individual and we can go on to exemplify what we wish him to do by stating as many as possible of the types of decisions which he not only may make but is held responsible for making. In my time in industry I found this a most important way of specifying the roles which each member of the company organization was expected to perform.

'How does this apply to the overseas marketing of clothing? May I go back to a few of the decisions required to enable this marketing activity to take place. Which person has the responsibility in the organization for deciding what price to quote, what delivery to quote, how much to spend on advertising, what markets are to be attacked, what resources are to be expanded in each market, what routine is to be used, when orders flow in, to handle them quickly, what stocks of finished products are to be kept, etc., etc.? The authority to make these and thousands of other decisions has to be located in some role in the organization. If they are not specifically located and if some person is not held responsible for making these decisions then we get organizational fuzz. In your company does it take too long after the postal receipt of an order from a customer to get all the paper work done and to get the manufacturing process started? If it does then the routines are probably too complicated and they need looking at. Which individual in the company is responsible for seeing to it that these routines are optimum?

'Inadequacies are intensified when we are trying to market overseas because everything that is made for export has to be done a little quicker to compensate for the extra time spent in communication. Thus it is that so often the inadequacies that are really due to lack of crispness in organization are blamed on other things such as the lack of aggressive salesmanship or price or design of the product or what not. I believe that if one got hold of an average sample of people engaged in selling and listened carefully to the criticisms that they made they would support me in the view that one of the things that would be of the greatest possible assistance to them in their tasks would be to know definitely who is responsible for making which decisions and to get those decisions made by those people quickly.

'Now the size of enterprises in the clothing industry is of great significance in determining their export potential and every company should take into account its size and resources when considering how to maximize its export potential. At one end of the size scale we have for example the multiple tailors, who can use their economies of scale and efficiency of organization to produce for export marketing an extremely competitive garment with a wide field of choice. (I have already said that insufficient use of their advantages seems to be made by the multiple tailors in export markets.) At the other end of the size scale we can take the bespoke tailor, some of whom have great success as exporters, whose product is sought after for its individual design and craftsmanship.

Every company can analyse what it has to offer and what it can do best in export markets, by taking a cool look at its size and structure.'

Lord Brown added: 'But the all-important factor in the demand overseas for British clothing is design. British clothes are widely sought after for their individuality and flair in design, besides their competitive value. You do not need me to tell you that within a given price range, clothes sell on the strength of their attractiveness to the customer, that is to say on their design; this is as true of menswear as it is of women's fashions. But this is not always remembered, and all too often designs are not right for the markets for which they are being projected. It is not only the tremendous success of Carnaby Street type fashions in the United States market that illustrates the way our clothing designs are sought after as a projection of British individuality, but this is certainly the most spectacular example. But whether the image is of "swinging London" or Pall Mall Clubland, we export part of our way of life when we sell our clothes abroad, and this is surely worth doing well for its own sake, besides the more obvious rewards.

'I have talked so far about design and on the importance of setting one's own house in order as a prerequisite of successful exporting. But of course one does not acquire or even retain export business by these means alone. The way in which companies choose to conduct their sales campaigns overseas must naturally vary according to the product being sold, the personnel who can be spared for active on the spot promotion, or the market in which sales are being sought. Many prefer the individual approach whereby a company representative – chairman or sales director – makes frequent excursions overseas to maintain direct contact with regular customers, and to build up new outlets. Others are content to appoint an agent and to rely completely on his skill in promoting their goods; yet others find it valuable to supplement these methods by pooling their resources towards joint promotions at overseas stores, fairs and exhibitions. Whatever your chosen technique, I should like to commend to you particularly the work of the Clothing Export Council. This organization, whose membership has grown steadily since the President of the Board of Trade, opened its export centre in Grosvenor Street last year, is already providing a valuable focal point for the export activities of the clothing industry.'

The Minister then mentioned three Board of Trade handbooks. 'One deals with Board of Trade services and it is confined to giving really hard information and is highly indexed. The second is of similar character and it deals with export credit insurance. These have recently been published and the third which is concerned with organization for export should be available shortly. I hope these will prove useful to industry and I hope that each company will see to it that a copy of these three information booklets will find their way onto the desk of every person in the organization who can make use of them. I am concerned about the fact that the Board of Trade publications in the past are often familiar to no more than one or two people in any given company. It is in my view essential that every single person dealing with export, and there may in some larger firms be 50 to a 100 of such people, should be fully acquainted with the contents of these three handbooks. I hope therefore that industry will not fail to ask for the full number they require and to see to it that they are appropriately distributed.'

'SHOP WINDOWS FOR EXPORTS' – A BOARD OF TRADE EXPORT FILM

A new 20-minute 16 mm film in colour has been prepared for the Board of Trade by the Central Office of Information and was produced by Samaritan Films. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' which are best suited for his product.

Copies of the film are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3 (Tel. Shepherds Bush 5555).

Hostilities in the Middle East

SPEAKING ON the Middle East hostilities in the House of Commons on June 5, Mr. George Brown, the Foreign Secretary, said that most business visitors and tourists in Israel, Jordan and the United Arab Republic had already left, but the majority of permanent British residents had probably remained. The Government were in touch with representatives in the countries concerned about emergency evacuation plans.

THE NEWS DEPARTMENT of the Foreign Office issued the following statement on June 6:

'So far there has been no report that any British subjects have been killed or injured as a result of the hostilities in the Middle East. We are in close touch with Her Majesty's Embassies and Missions in the area over evacuation arrangements for British subjects who are anxious to leave. Meanwhile British subjects are advised that it would be in their best interests not to visit Middle East or North African countries.

Travel agents are being advised that this includes all Arab countries in the Middle East and Israel. As regards North African countries, there have been attacks on British offices in UAR, Libya, Tunisia and Algeria, so the advice applies to these countries. In Sudan and Morocco no attacks have been reported but travellers will wish to consider carefully before visiting these countries.'

The Prime Minister made a statement on the Middle East situation in the House of Commons on the same day.

As the *Journal* went to press on June 6 it was reported that Kuwait, Iraq and Algeria had cut off oil supplies to Britain and the United States and that the Suez Canal had been closed.

Thai Minister of Economic Affairs to visit United Kingdom

MR. SUNTHORN HONGLADAROM, Thai Minister of Economic Affairs, will arrive in the United Kingdom on June 12, as guest of Her Majesty's Government for one week.

Mr. Sunthorn will be accompanied by his Principal Private Secretary, Mr. Bajr Israsena and the Deputy Director, Department of Foreign Trade, Mr. Chai Nidhiprapha.

The Board of Trade is making the arrangements for the visit. Mr. Sunthorn's engagements will include meetings with Ministers, including Lord Walston, Parliamentary Secretary, Board of Trade, and a visit to a nuclear power station. He hopes to see something of colour television developments and he will have meetings with organizations interested in the further promotion of trade between Thailand and the United Kingdom.

Mr. Sunthorn, who is a graduate of Trinity College, will be making a private visit to Cambridge.

Notes:

Recent figures of trade between the United Kingdom and Thailand are:—

	1965	1966
United Kingdom Imports from Thailand	£6.9m	£5.6m
United Kingdom Exports to Thailand	£17.8m	£21.0m

First inward mission from Portugal

THE FIRST TRADE mission from Portugal to be brought to this country with financial assistance from the British National Export Council arrived in London on June 4. It was a group of eight buyers from the Portuguese trawler industry sponsored by the British Marine Equipment Council, and stayed for a week.

Members of the mission represented trawler-owning and building firms. They spent a day at the World Fishing Exhibition, Olympia, having discussions at a number of United Kingdom exhibitors' stands, and then went on tour to visit firms in London, Dartford, Basildon, Chelmsford, Colchester, Norwich, Lincoln and Bedford.

Lord Walston opens Quality and Reliability conference

THE 11TH ANNUAL Conference of the European Organization for Quality and Control was opened in the London Hilton by Lord Walston, Parliamentary Secretary of the Board of Trade. Lord Walston welcomed the delegates to London.

Lord Walston stressed his appreciation of the truly international aspect of the conference, saying how essential it was that countries outside Europe should be participating. He thought of nationalism as being a narrow-minded outlook, and looked forward to the day when there would be free trade throughout the world. He called the success of the Kennedy Round 'exhilarating', and said that with free trade each country could use its resources without impediment, jealousy or waste.

The theme of the conference, organized by the British Productivity Council with the support of the National Council for Quality and Reliability, was 'The Practical Realization of Quality and Reliability', and a record number of delegates, 800 from 25 countries, attended.

Sir James Steel, chairman of the British Productivity Council, in his opening remarks to the conference, spoke of the appropriateness of holding it in Britain in 1967, during Britain's national Quality and Reliability Year. He urged delegates not merely to accept the theoretical necessity for complete involvement in quality and reliability by everybody, but to make every effort to consider how this involvement could effectively be brought about.

'One of the most significant steps forward which we have taken in this country in recent years,' he said, 'has been to raise quality and reliability out of the category of a technique. In the United Kingdom we started to recognize at the end of the 1950's and beginning of 1960's that it was no good talking about complete and integrated quality unless every person who has any part to play in the process, from the purchasing of raw materials and component parts, through design and production up to the point where the customer receives the finished product, was brought into the act.'

'I am delighted,' concluded Sir James, 'that so many of the papers are devoted to case studies dealing with the problems of application. Far too many international conferences show too great a concern with the theory of their subject and too little thought to the means of applying the theory under the conditions which actually apply within factories where human beings work. Nobody can make such an accusation in respect of this conference.'

At the last conference in London in 1960, the majority of delegates were quality engineers from the engineering industry; this time they formed a far wider cross-section of industrial life and included accountants, buyers, salesmen and trade unionists. This point was made at a press briefing before the conference by Dr. U. Turello, president of EOQC. This represented, he said, a growing realization that quality and reliability were of immense importance to everyone in industry.

The consumer's demands for higher standards, the need to produce for home as well as overseas markets, and the lowering of the tariff barriers, leading to increased competition, meant, he said, that Q and R was becoming of increased international importance. The theme of the individual's responsibility was one which was stressed by the authors of papers given during the conference.

A reminder that Britain's position as a trading nation made quality and reliability of especial concern to her, was given by Sir Nigel Poett, director of the British Productivity Council, who said that increased foreign trade depended to a very large extent on improving quality and reliability standards.

An article entitled 'Quality and Reliability Year – progress to date', by Sir Nigel Poett, appeared in the June 2 issue of the *Board of Trade Journal*, page 1407.

National productivity conference

THE PRIME MINISTER is to hold a conference on National Productivity at Lancaster House, London, on June 14. It will be attended by members of the National Economic Development Office, the Chancellor of the Exchequer, and representatives of other government departments and large companies. There will be papers dealing with the three main subjects to be discussed. The paper on 'Marketing' concerns the problem of how more effective marketing and more efficient distribution can contribute to economic growth and the better use of national resources. 'Planning' – the paper on this subject will consider the nature and purpose of planning, some of the problems to which planning work gives rise, and the approach to these problems which might be taken. 'The Role of Technology in Productivity' paper will put forward a number of proposals designed to accelerate the introduction of modern technology.

Berne Union annual meeting

THE BERNE UNION (Union d'Assureurs des Crédits Internationaux) held its 24th annual general meeting in Wiesbaden, German Federal Republic, on the invitation of the Hermes Kreditversicherungs AG from May 20-25, 1967, under the chairmanship of its president, Sir Anthony Percival, secretary of the Export Credits Guarantee Department, London.

The reports on members' activities for 1966 showed a substantial increase in payments of claims for both political and commercial losses. This was due respectively to transfer delays and deteriorating economic conditions in a number of important markets. Against this background the usual discussion on difficult markets was of special importance and interest.

Reference was made to the fact that the greater part of the Berne Union's work is completely unknown to the commercial and financial world outside. This work covers a very extensive field and includes the routine notifications by members of claims, buyers in difficulty, etc., which had numbered more than 10,000 in the last six years. Most important of all, the day-to-day bilateral consultations between members on cases, always conducted in a spirit of frankness and goodwill, had grown considerably. Any of the major members could now expect to be concerned in over a thousand such consultations in a year.

Notwithstanding the existing collaboration between its members the Berne Union still has need for agreement among governments to support the principles of sound trading which it has always tried to maintain.

Registration scheme for London Convention Bureau

LAST YEAR Britain earned about £3¼ million from 166 international conventions held in this country. Although London is almost at the top of the 'world league' as a venue for international conventions, it does not have a hall specially for the use of conventions. Attracting delegates for conventions is a competitive business for the world's major cities, and in order to raise more funds to enable London to stay in its prominent position, the London Convention Bureau has inaugurated a registration scheme for members of the British Travel Association. Those registering before June 15 will be included in the official directory of Convention and Exhibition facilities in the 1967/8 edition of the Bureau's Annual Convention Handbook. The London Convention Bureau, a department of the London Tourist Board, is at 170 Piccadilly, London, W.1.

Government Publications

required by customers in Wales may be obtained quickly from

Her Majesty's Stationery Office, 109 St. Mary Street, Cardiff

President's statement on aircraft crashes

THE FOLLOWING statement was made by Mr. Douglas Jay, President of the Board of Trade, on June 5 in the House of Commons:

'Shortly after 10 p.m. on June 3 a DC-4 aircraft, operated by Air Ferry Limited on a flight from Manston to Perpignan, crashed on Mount Canigou when approaching Perpignan. From information at present available it would appear that there were 88 people on board, all of whom lost their lives. The investigation into this accident will be conducted by the French authorities. The United Kingdom has appointed an accredited representative and advisers to take part in the investigation, and they arrived at Perpignan at 12.30 p.m. yesterday, June 4.

'At about 10.10 a.m. on June 4 an Argonaut four-engined aircraft operated by British Midland Airways Limited on a flight from Palma to Ringway, Manchester, crashed in a built-up area in Stockport about five miles from the aerodrome. There were 78 passengers and five crew on board. There are 12 survivors, including the captain and one hostess. Preliminary information is that the aircraft was being directed by radar to make a descent on the instrument landing system, and that, during his positioning, the pilot reported himself in difficulties and unable to maintain height. Five members of my chief inspector's staff left for the scene of the accident immediately after it occurred and are now conducting an investigation.

'It will, of course, under international agreement, be a matter for the French authorities to decide what course to pursue in relation to the accident at Perpignan. I have decided that a public inquiry shall be held into the causes and circumstances of the accident at Stockport. Further, while the application of United Kingdom standards of safety by operators of United Kingdom-registered aircraft is kept constantly under examination, I have today given instructions for a special review of the performance of all such operators.

'The whole House will, I know, wish to join with me in expressing sympathy with the relatives and friends of all those who have lost their lives in these tragic accidents, and also with the survivors. The House will, I am sure, wish also to join me in warmly thanking all those who so promptly went to the assistance of the victims of the Stockport crash.'

Membership of the Consumer Council

MR. DOUGLAS JAY, President of the Board of Trade, has appointed the following members of the Consumer Council from June 1:

Professor A. L. Diamond and the Baroness Gaitskell of Egremont.

They succeed Mrs. W. Jenkins and Lord Peddie, whose appointments expired on May 31.

Notes:

The Consumer Council has 12 members, including the chairman, Baroness Elliot of Harwood.

The first members of the Council were appointed in 1963 for three years by the then President of the Board of Trade, Lord Erroll of Hale. Mrs. Jenkins and Lord Peddie were reappointed for a further year from June 1, 1966.

All the members are appointed in a personal capacity and not as representatives of any organization or particular interest.

The appointments of Professor Diamond and Lady Gaitskell are for three years.

Prevention of Fraud (Investments) Act, 1958

THE FOLLOWING changes have taken place during May in the lists of Licensed Dealers in Securities and Exempted Dealers in Securities under Sections 3 and 16 of the Act:

Licensed Dealers—Additions: Stewart Salmon and Company Ltd., 10 South Street, Park Lane, London, W.1; G. Eberstadt and Company Ltd., St. Alphage House, 2 Fore Street, London, E.C.2.

Deletion: Allied Corporate Bankers Ltd., Piccadilly House, Piccadilly Circus, London, S.W.1.

Exempted Dealers—Addition: Martins Bank (Finance) Ltd., 68 Lombard Street, London, E.C.3.

Deletions: Balfour Williamson and Company Ltd., Roman House, Wood Street, London, E.C.2; English Transcontinental Ltd., 2 London Wall Building, London, E.C.2.

Changes of Address: Bentworth (New Street) Ltd., 8-9 New Street, Bishopsgate, London, E.C.2; National Provincial Bank Ltd., Drapers Gardens, 12 Throgmorton Avenue, London, E.C.2.

A party of 10 marine journalists from Denmark, France, Germany, Greece, Netherlands, Norway and Sweden paid a visit to Sperry Gyroscope recently to learn about their new marine products. They followed up this trip with a look at the British Hovercraft Corporation's works at Cowes. Their visit was the result of a combined effort between the Electronic Engineering Association, the British National Export Council, Central Office of Information and Industry. The picture shows (from left to right), Herr Ernest Eck, editor, Die Welt, *Hamburg; Mrs. J. Vaughan, principal information officer, Electronic Engineering Association; and Mr. William Tebra, editor of the Dutch journal* Polytechnisch, *walking past an SRN6 hovercraft at Cowes.*

Applications for anti-dumping duties

THE BOARD OF TRADE gave notice on June 1, 1966, that they were considering applications for the imposition under the Customs Duties (Dumping and Subsidies) Act, 1957, of anti-dumping duties on imports of theophylline and theophylline hydrate, and on imports of aminophyllin, originating in the Federal Republic of Germany. The Board gave further notice on October 12, 1966, that the application in respect of theophylline and theophylline hydrate had been extended to cover imports originating in East Germany.

The Board of Trade now announce that they have decided not to take action in these cases.

World-wide Woolmark programme

THE WOOLMARK, international symbol of pure new wool products, has gained acceptance more quickly and in more countries than any other programme in textile history. This was told to world industriaiists in Brussels on May 30 by Mr. R. G. Lund, deputy managing director of the International Wool Secretariat.

'Unhappily for the woolgrowers and their organization, the IWS, this undoubted success has been overshadowed by the serious world economic situation – the main cause of the sharp fall in New Zealand crossbred wool prices in particular,' he told the annual conference of the International Wool Textile Organization. Mr. Lund said that since the IWS had accepted from the start that it would take five years to establish the Woolmark scheme effectively, his review of progress came at the half-way stage.

The Carriage of Goods by Road Act 1965

THE Ministry of Transport announce that the Carriage of Goods by Road Act 1965, which enables the United Kingdom to accede to the Economic Commission for Europe. Convention on the Contract for the International Carriage of Goods by Road (CMR) came into force on June 5.

It lays down standard conditions of contract for international carriage of goods by road, and defines the obligations and liabilities of the road carrier, and certain methods of procedure.

Arrangements are now being made for the Government to deposit its instrument of accession with the United Nations, and thus become a party to the Convention as soon as possible.

Further programme of advance factories

THE PRESIDENT OF THE BOARD OF TRADE, Mr. Douglas Jay, made the following statement on a further programme of advance factories in Development Areas, in the House of Commons on June 2:

'The House will recall that in the closing stages of the debate on April 24, the Secretary of State for Scotland indicated that I was considering another programme of advance factories. I am now pleased to inform the House that I am authorizing a further programme of 30 advance factories totalling some 700,000 sq. ft. The estimated cost of these factories will be between £3 million and £3½ million.

'Thirteen of the factories will be in England and these will total 265,000 sq. ft. Seven will be in the Northern Region. Nine factories totalling 285,000 sq. ft. are included in the programme for Scotland where the emphasis has been placed on the western part central belt of Scotland although I have also included a factory for the South-west and one for the North-east. In Wales I propose to erect eight factories totalling 150,000 sq. ft.; five of these will be in Glamorgan, two in Carmarthenshire and one in Anglesey. With permission, Sir, I will circulate a complete list of the location of the factories in the Official Report.

'This is the fifth programme of advance factories which this Government have announced since October 1964. Our last programme was announced in November 1966 and comprised 21 factories. Altogether, including the present programme which I am announcing today, we have authorized 124 advance factories with a total area of just over 2.4 million sq. ft. Of the 94 factories in the first four programmes, 32 have been completed, 44 are being built and 27 have already been allocated to firms.

'In the present programme the places which I have chosen in the Development Areas are those where there is a need to create additional employment opportunities especially where the coal industry is contracting and where the existence of an advance factory should prove a valuable inducement to industry. Most of the factories will be built on land which the Board of Trade already own are are in the process of acquiring. I hope that most of those in this programme should be ready for occupation by the middle of next year.'

The locations and areas of the factories will be:

ENGLAND (13)

Northern Region (7)

Cumberland	
Maryport	15,000 sq. ft.
Workington	25,000 sq. ft.
Co. Durham	
Aycliffe	50,000 sq. ft.
Brandon	15,000 sq. ft.
Hartlepool	15,000 sq. ft.
Team Valley	50,000 sq. ft.
Northumberland	
Cramlington	25,000 sq. ft.

North Western Region (3)

Lancashire	
Huyton	15,000 sq. ft.
Knowsley	15,000 sq. ft.
St. Helens	15,000 sq. ft.

South Western Region (3)

Cornwall	
Bude	5,000 sq. ft.
Truro	10,000 sq. ft.
Wadebridge	10,000 sq. ft.

SCOTLAND (9)

Ayrshire	
Kilwinning	27,500 sq. ft.
Banffshire	
Banff	10,000 sq. ft.
Dumfriesshire	
Dumfries	27,500 sq. ft.
Fife	
Donibristle	15,000 sq. ft.
Glasgow	
Hillington	27,500 sq. ft.
Queen's Park	50,000 sq. ft.
Lanarkshire	
Bellshill	50,000 sq. ft.
Chapelhall	27,500 sq. ft.
Uddingston	50,000 sq. ft.

WALES (8)

Anglesey	
Amlwch	25,000 sq. ft.
Carmarthenshire	
Ammanford	10,000 sq. ft.
Llanelli	10,000 sq. ft.
Glamorgan	
Kenfig	50,000 sq. ft.
Llwchwr	10,000 sq. ft.
Merthyr Tydfil	10,000 sq. ft.
Pontardawe	10,000 sq. ft.
Rhondda	25,000 sq. ft.

Notes:

This is the fifth advance factory programme announced in the past 2½ years. It amounts to 700,000 sq. ft. The previous programmes were announced in November 1964 (29 factories; 500,000 sq. ft.), September 1965 (26 factories; 375,000 sq. ft.), May 1966 (18 factories; 378,000 sq. ft.) and November 1966 (21 factories; 475,000 sq. ft.).

The places in the Development Areas selected for these factories are localities where there is a need to create additional employment opportunities and where the existence of an advance factory could prove a valuable inducement to industry to develop.

All the factories will be built on sites providing room for expansion so that the occupants' needs can be accommodated if they require more space. Most of the factories will be built on land which the Board of Trade already own or are in the process of acquiring.

The majority of factories in this programme should be ready for occupation by mid-1968.

Of the 73 factories announced in the first three programmes 32 have been completed, 28 are under construction and 27 have been allocated to the future occupants. Advance factories are only one part of Board of Trade financed factory building in Development Areas.

Expanded plastics production in Northern Ireland

THE NORTHERN IRELAND Prime Minister, Captain Terence O'Neill, has opened an extension to the Belfast factory of Ulster Plastics Ltd., a subsidiary of Lindsay and Williams Ltd., of Manchester, increasing the size of the factory from 18,000 sq. ft. to 45,000 sq. ft. Ulster Plastics manufacture cones, reels and other accessories for the textile and carpet industries and household and toilet ware. Annual turnover now exceeds £312,000.

Mr. G. K. Moss, chairman and managing director, said that Lindsay and Williams acquired Ulster Plastics Ltd. in 1959. The company soon found that 'Northern Ireland's development grants had a wonderful incentive value; success attended our venture and year by year additional machinery of the most modern design was purchased.'

Invest £1,000 in plant or machinery Get back £450 each time

PLANNING AHEAD, INVESTING NOW—these are the keys to successful industrial development in the '70s.
Our job in Industrial Expansion at the Board of Trade is to help you plan ahead in the way most profitable to you. **In the new Development Areas grants are available to cover 45% of the cost of most plant and machinery—nearly double the grants elsewhere—and 25% or even 35% of the cost of new buildings or extensions providing employment.** These are two of the financial benefits we can offer you in the new Development Areas of **Scotland, Wales, the North, Merseyside** and the **South-West.**
If you add a wide range of assistance in training labour, Board of Trade help with rent-free factories, and loans for working capital, you can see the advantages you gain from expansion in these areas.

Contact Industrial Expansion at Headquarters, London, or your nearest Board of Trade Regional Office now.

Under the Local Employment Acts we have already offered more than £220 million in assistance to over 4,000 expansion projects. Perhaps we can also help you.

We shall be glad to discuss your problem with you. Meanwhile we will send you our booklets **"Room to Expand"** giving full details of the financial advantages available both in the new areas and Northern Ireland. **Ask us for these booklets today.**

Invest NOW for the '70s

For advice and action contact
Industrial Expansion
at the
Board of Trade

1, VICTORIA STREET, LONDON, SW1. TEL: 01-222 7878 Ext. 3333.
or your nearest Board of Trade Regional Office

Mr. George Chetwynd, the retiring director of the North East Development Council, has joined the board of the Tennet Group Ltd., one of the North-east's largest construction companies, in a non-executive capacity. Mr. Charles Tennet (left), chairman and managing director of the Tennet Group, congratulates Mr. Chetwynd on his appointment. It will not be the first time they have worked together as Mr. Tennet has often been called upon by Mr. Chetwynd to assist in 'selling' the North-east to visiting industrialists.

New Welsh factory

A NEW 54,000 sq. ft. extension factory for the British American Optical Co. has been opened at Kidwelly, Carmarthenshire.

Mr. Gwynfor Evans, Welsh Nationalist Member of Parliament, formally opened the new extension which houses the bifocal lens manufacturing plant. This new production unit brings to Wales the manufacture of bifocal spectacle lenses and now for the first time in its history Wales will have the production capacity to produce a comprehensive range of ophthalmic spectacle lenses. Eventually 700 people will be employed.

New Caribonum factory

MR. P. WOLRIGE-GORDON, MP for East Aberdeenshire, has opened a new £400,000 factory in Turriff, Aberdeenshire, for Caribonum Limited. This factory is the first major industrial development in Turriff, and will employ 75 local people when in full production.

Caribonum will manufacture their entire range of solvent coated products in Turriff, and the 31,500 sq. ft. factory is built on a two-acre site to allow for future expansion.

In addition to supplying the home market, the production from the factory will contribute substantially to Caribonum's export sales, and it is hoped that as a result of increased export business to the world's markets, the new factory will be the first stage of considerable future developments.

Development Association's annual report

THE 21ST ANNUAL REPORT of the General Council of the Lancashire and Merseyside Industrial Development Association has just been published. The report will be presented to the Association's annual general meeting to be held in Bolton Town Hall on June 16. Copies of the report can be obtained from the Association at Brazennose House, Brazennose Street, Manchester 2.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates of which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

BICC—Pyrotenax merger

THE REPORT of the Monopolies Commission on the proposed merger between British Insulated Callender's Cables Limited and Pyrotenax Limited was published as a House of Commons paper on June 1. At the same time Mr. Douglas Jay, President of the Board of Trade, announced his conclusion in respect of the recommendations of the Commission in a written answer to a Parliamentary Question in the following terms:

> 'I received the Commission's report on May 5. Its conclusion is that in the light of certain assurances given by BICC to the Commission this merger does not operate against the public interest and may be expected not to operate against the public interest.
>
> 'I accept this conclusion. I have laid the Commission's report before Parliament and it will be published this afternoon.'

Copies of the report by the Monopolies Commission on this merger (HCP 490) are available from HMSO, 49 High Holborn, London, W.C.1, and branches, price 4s. 6d. (by post from HMSO, PO Box 569, London, S.E.1, price 5s.).

Notes:

The Board of Trade announced on December 7, 1966, that they had referred the proposed merger to the Monopolies Commission for investigation and report under the Monopolies and Mergers Act, 1965.

The Commission were required to report within six months. In fact, the report was received on May 5.

The conclusion reached was the unanimous view of the group of eight members of the Commission who carried out this investigation.

This is the fifth report by the Monopolies Commission on a proposed merger under Section 6 of the Monopolies and Mergers Act.

The assurances given by the British Insulated Callender's Cables Limited to the Monopolies Commission are in the following terms:

(a) That the future commercial development (including the necessary research) and exploitation of mineral insulated cable in the United Kingdom and overseas will not be hampered by other BICC interests;

(b) That the cost reductions achieved as a result of the merger will be used to promote the use of and expand the sale of mineral insulated cable and to reduce net selling prices to customers (or to avoid increases that would otherwise have been necessary);

(c) That BICC will continue to supply wholesale distributors with mineral insulated cable on normal commercial terms*;

(d) That BICC will continue to supply other cable makers with mineral insulated cable, and will do so at prices and on terms*, and with service and continuity of supply, which will make it commercially practicable for them to participate in sales of mineral insulated cable;

(e) That BICC will not give its own electrical contracting organization more favourable prices, terms*, service or continuity of supply for mineral insulated cable than it gives to other comparable electrical contractors;

(f) That BICC will not offer specially favourable prices or terms* for mineral insulated cable to customers for the purpose of winning business in other types of cable;

(g) That BICC will not offer uneconomic prices or terms* for mineral insulated cable to customers calculated to drive competitors out of the business of supplying mineral insulated cables;

(h) That BICC will publish its list prices and will make available to each category of customer its terms* for mineral insulated cable appropriate to that category;

(i) That, if at any time the Board of Trade should so request, BICC will grant licences under any patents relating to mineral insulated cable, including accessories, on reasonable terms.

* The word 'terms' here includes terms and conditions as to discounts, rebates and credit.

Consideration of mergers

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following two proposed mergers to the Monopolies Commission under the provisions of that Act.

Associated Electrical Industries Ltd. and Hackbridge Holdings Ltd.

The Dunlopillo Division of the Dunlop Company and Aeropreen Ltd.

Mergers not for Monopoly Commission

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following four proposed mergers to the Monopolies Commission under the provisions of that Act.

Proposed acquisition of Bent's Brewery Co. Ltd. by Bass, Mitchells and Butlers Ltd; proposed acquisition of Ideal Building Corporation Ltd. by Trafalgar House Investments Ltd.; proposed acquisition of the National Motor & Accident Union Ltd. by Robert Bradford (Holdings) Ltd.; mergers directly arising from the reorganization of the petroleum interests in the United Kingdom of Regent Oil Co. Ltd., Texaco Inc. and Standard Oil Company of California.

Monopolies Commission seek information for professional services inquiry

FOLLOWING THE request by the President of the Board of Trade to the Monopolies Commission for a general report on restrictive practices affecting professional services, the Commission have now formally approached some 150 bodies representative of a wide range of professional and occupational groups, seeking information to assist them in their inquiry.

The Commission are keeping an open mind at present as to the implication of the words 'profession' and 'professional services'. They have therefore spread the net fairly widely, while emphasizing that an approach for information does not in itself imply recognition of professional status.

It is appreciated that there may be bodies, whether representative of occupational groups or not, who may wish to provide information relevant to the inquiry. They and members of the public generally who can furnish such information are invited to write to the Secretary, Monopolies Commission, 8 Cornwall Terrace, Regent's Park, London, N.W.1.

Notes:

The following are the members of the Commission who constitute the group handling the inquiry:

Mr. Ashton Roskill, QC (chairman), Mr. Henry Chisholm, Mr. Brian Davidson, Sir Harry Douglass, Mr. Roger Falk, Sir Henry Hardman, Professor H. L. A. Hart, Dame Alix Meynell, and Professor B. S. Yamey.

The terms of the request are as follows:

'The Board of Trade in pursuance of the powers conferred upon them by Section 5 of the Monopolies and Mergers Act, 1965, hereby require the Monopolies Commission (hereinafter called "the Commission") to submit to the Board a report on the general effect on the public interest of the following practices so far as they prevail in relation to the supply of professional services, that is to say practices which are restrictive of

(a) entry into a profession; (b) the fees or commissions to be charged for the supply of such services; (c) the rendering of such services by or on behalf of bodies corporate or by persons acting in partnership; (d) the persons to whom, or the circumstances in which, such services are to be supplied; (e) the terms and conditions on which, or the manner in which or extent to which, such services are to be supplied; (f) the carrying on of any other business by persons supplying such services or the commercial relationship of such persons with others engaged in other activities; (g) the extent to which, if at all, persons supplying such services may advertise: provided that the Commission shall not report on practices expressly authorized by or under any enactment or Royal Charter.

For the purposes of this instrument the practice of limiting entry to a profession to persons who pass examinations designed to test their proficiency shall be regarded as a practice restricting entry into that profession but the Commission shall not report on the standard of proficiency required for entry into any profession.'

Dated January 30, 1967.

F. W. Glaves-Smith,
An Under-Secretary of the
Board of Trade.

Mr. W. Wakeman (second left) retired last week after 22 years' association with the Board of Trade Journal *as HMSO advertising representative. The group shows Mr. James E. Holroyd, editor (left); Mr. Frank Davey, deputy director of publications, HMSO; Mr. C. R. Kabraji, assistant editor.*

Government bookshops in London

FROM JUNE 3 the Government bookshops at 49 High Holborn, W.C.1, and at 423 Oxford Street, W.1, will be closed for business on Saturdays. When Parliament is sitting, however, the High Holborn bookshop will be open between 8.30 and 10 a.m. for the supply of *Hansard* and new Parliamentary Papers. The normal business hours of 8.30 a.m.-5.15 p.m. from Monday to Friday will continue unchanged at both bookshops.

Note:

The existing opening hours have required the maintenance of a five and a half day service with staff conditioned to a five-day week. This restriction of the service on Saturdays when public business is comparatively slight, apart from saving public money, will enable more staff to be available to deal with the peaks of business which occur during lunchtime on weekdays.

Monopolies Commission report on international motor insurance cards

THE REPORT OF the Monopolies Commission on International Motor Insurance Cards (green cards) was published on June 2.

The Commission were asked to investigate the arrangements or practices whereby insurers charge uniform prices for the issue of green cards.

The Commission found that monopoly conditions, as defined in the legislation, did prevail in the provision in the United Kingdom of third party insurance in connection with the use of vehicles abroad.

The Commission concluded that the arrangement whereby insurers charge uniform prices for the issue of green cards operated against the public interest.

The Commission recommended that the members of the Motor Insurers' Bureau should terminate forthwith their arrangement for making a uniform charge for the issue of a green card and should not subsequently adopt any similar procedure.

Two members of the Commission (the Hon. T. G. Roche and Mr. J. M. A. Smith) dissented from the Commission's findings on the public interest.

Copies of 'A Report on the Provision of Insurance in relation to the issue of International Motor Insurance Cards' by the Monopolies Commission are obtainable from HMSO, 49 High Holborn, London, W.C.1 (price 2s. 3d.), or by post from HMSO, PO Box 569, London, S.E.1 (price 2s. 6d.).

LETTERS TO THE EDITOR

The Venezuelan market

Dear Sir,

I would like to refer to the article written by Mr. K. D. Jamieson, Commercial Counsellor, British Embassy, Caracas, on page 1314 of your May 19 issue.

I must say that I do appreciate Mr. Jamieson's comments and I think it is high time that a few more people spoke a little more candidly to a few more British manufacturers. I would certainly like to see more of Mr. Jamieson's opposite numbers in other parts of the world adopting the same attitude as it is only by outspoken methods that this country will do better in overseas markets. All the power to Mr. Jamieson's elbow and this company wishes him every success and agree with his comments 100 per cent.

Leonard H. Dale, Managing Director,
Dale Electric (Yorkshire) Ltd.,
Filey, Yorks.

Dear Sir,

The article by Mr. K. D. Jamieson, Commercial Counsellor, British Embassy, Caracas, published in the *Board of Trade Journal*, gives the trading position in Venezuela as we have found it over many years of trading. May we say that it has been our considered opinion that unless an exporting company really goes out to provide a service to the customer, whether he be English or Venezuelan nationality, then he is bound to fail in the long run.

My company set up one of the best agency connections in Venezuela way back in 1948 and has backed him to the full. We have always shown our prices both in sterling and dollars; we have supplied him and the operating companies with literature and maintenance manuals in English and Spanish; we have backed him with stocks of spare parts as well as capital equipment in order that he may give the customer the door-to-door service which he now looks for.

Unfortunately, as far as we are concerned the trading position with Venezuela is bad at this particular time. But this is not due in any way to ourselves or the agent being at fault with the customer. It is solely due to there not being a market there at the present time.

C. Taylor, Sales Manager,
Le Grand Oilfield Equipment Division,
Wallwork Gears Ltd.,
Caxton Street, London, S.W.1.

Tax revision

THE BOARD OF INLAND REVENUE announce a revision of extra-statutory concession No. 32. This concession amplifies the statutory provisions under which a United Kingdom resident who receives dividends from an overseas company is entitled to credit in respect of the underlying tax paid by the overseas company on its profits. Under the old tax system statutory relief for underlying tax was in many cases due in respect of ordinary portfolio investments; but, for such investments, the unilateral relief for underlying tax has now been withdrawn and the relief is disappearing from the United Kingdom's Double Taxation Agreements. The old concession, in so far as it relates to ordinary portfolio investment, will lapse with the disappearance of the statutory relief which it supplements. The revised concession set out below takes account of the new statutory situation and will apply accordingly.

Corporation Tax

(32) Credit for underlying tax: dividends from trade investments in overseas companies

(a) General: Where a United Kingdom company receives dividends from an overseas company, the credit legally due against United Kingdom tax chargeable in respect of the dividends takes into account, in addition to any direct tax on the dividends, tax paid by the overseas company on its profits as follows:

(1) Where the United Kingdom company controls not less than one-tenth of the voting power in a company resident in an overseas country with which the United Kingdom has an Agreement which so provides, the credit takes into account, the tax payable by the overseas company on its profits in that other country.

(2) Where the United Kingdom company controls not less than one-quarter of the voting power in a company resident in an overseas country (or one-tenth if the overseas country is within the Commonwealth) the credit takes into account any tax payable by the overseas company in respect of its profits (whether in that country or in the United Kingdom or in a third country). For this purpose, a company is deemed to control not less than one-quarter of the voting power in another company (or one-tenth where that is the appropriate fraction) if a third company having such control also controls not less than one-half of the voting power in the first company.

Where a United Kingdom company is entitled to relief under (1), in practice the credit also takes into account any United Kingdom tax or overseas tax in a third country paid by the overseas company on its income, provided that the third country is within the Commonwealth or is a country with which the United Kingdom has an Agreement of the type referred to.

Where a United Kingdom company is entitled to relief under either (1) or (2), in practice the credit also takes into account any United Kingdom tax or overseas tax paid on its income in the same or another country by a second company paying dividends to the overseas company where the overseas company would, if resident in the United Kingdom, have been entitled to credit for that tax under the law and practice described above: and similarly for tax relating to dividends and profits of companies at further removes along a chain of shareholdings, provided that the necessary conditions are satisfied at each stage of the chain.

(b) Insurance Companies: Where a United Kingdom company is charged to tax under Case I of Schedule D in respect of any insurance business which it carries on and that business or any part of it is carried on through a branch or agency in an overseas territory, then, in computing the credit available to the United Kingdom company in respect of dividends referable to that overseas business which are paid to the company by a company resident in that territory, any United Kingdom tax payable by the overseas company in respect of its profits and any tax so payable by the overseas company under the laws of the country of residence or of another overseas country is taken into account – subject to certain limitations. In practice, the credit also takes account of any United Kingdom tax or overseas tax paid on its profits in the same or another country by a second company paying dividends to the overseas company where the overseas company would have been entitled to credit for that tax under the provisions outlined in the preceding sentence if it had been resident in the United Kingdom carrying on its business in the overseas country in which it is actually resident through a branch or agency in that overseas country; and similarly for tax relating to dividends and profits of companies at further removes along the chain of shareholdings.

Exchange control: yachts

AS ANNOUNCED by the Treasury on February 20 concerning yachts, payment may be made in sterling in the United Kingdom for bunkers and lubricants lifted outside the sterling area. But suppliers are only willing to arrange this if considerable quantities are taken at a time.

Owners of boats of small fuel carrying capacity will therefore in future be allowed a special allotment of foreign currency, outside the basic travel allowance, for their necessary requirements for purchases of fuel and lubricants during journeys outside the sterling area.

Applications for a special allotment should be made in advance through a bank to the Bank of England, giving the type and size of the boat and engine, the proposed itinerary and an estimate of fuel requirements, together with a declaration that no credit card or similar arrangement is available to the applicant under which the fuel can be paid for in the United Kingdom. An undertaking will be required that currency allowed for the purchase of fuel and lubricants will not be used for any other purpose.

New Books

Commonwealth Trade 1966. A Memorandum prepared in the General Economic Divison of the Commonwealth Secretariat. (114 pages. Commonwealth Secretariat, General Economic Division, Marlborough House, London, S.W.1. 15s., by post 16s.). This publication continues the series formerly issued by the Commonwealth Economic Committee. It is a comprehensive annual survey of the main features of the external trade of individual Commonwealth countries and of the Commonwealth as a whole. Commonwealth trade again rose substantially in 1966. Exports grew faster, in contrast to the two preceding years when imports had been stimulated by the high commodity earnings of 1963 and the early months of 1964. As a result of the lower overall rate of expansion of imports in 1966, coupled with a more rapid growth of exports there was an increase of financial strength to the sterling countries as a whole, including the United Kingdom. The direction of Commonwealth trade changed notably during the year. Exports from the Commonwealth to the United States rose to about a quarter of the Commonwealth total to all destinations, compared with 22 per cent in 1965. The value of intra-Commonwealth trade fell for the first time since 1962. The 8 per cent increase in the value of Commonwealth exports was achieved in the face of price trends in major commodity markets generally unfavourable to the less-developed Commonwealth countries. The Memorandum is in two parts. The first part is a general review of the Commonwealth in world trade and of trade with the Commonwealth's major trading partners, the United States, European Economic Community, European Free Trade Association, Japan, Eastern Europe and China. The second part covers the trade of individual Commonwealth countries giving a survey for each country with some statistical data. Additional statistical data is also given in an appendix. The detailed information in this review covers, in general, 1962 to 1966 with special reference to changes between 1965 and 1966.

Some Aspects of Economic Planning in Western European Industrial Countries, by Gisele Podbielski. (26 pages. Woolwich Polytechnic Publications Dept., Wellington Street, London, S.E.18. 3s. 6d.). The text of Mrs. Podbielski's Woolwich Economic Lecture delivered on May 18, 1967 has been published as no. 12 in the series of *Woolwich Economic Papers*. Her material is derived from a study, *Economic Planning in Europe*, prepared by the United Nations Economic Commission for Europe for whom the author works. Almost all Western European countries have by now made use of some form of centralized economic planning, but there are still considerable differences between these market economies and the centrally planned economies of eastern Europe. Mrs. Podbielski finds the policies of different governments imprecise, and their methods of implementing planning vary. To illustrate these differences she outlines planning methods used in France, the Netherlands, Norway and Sweden and concludes that planning has been most successful in France where the criteria of continuity, ability, management of the public sector and co-operation with the private sector have been most closely observed. The problems created by prices and incomes policies have nowhere, however, been satisfactorily solved, though she thinks that such problems are more easily managed within the framework of overall economic planning than independently of it. Although in planned economies some of the objectives have been satisfactorily achieved, the results in unplanned economies have – at least until recently – been as impressive.

Publicity for Exports. The Role of British Information Services. Prepared by the Central Office of Information. (48 pages. Available free from the Central Office of Information, Hercules Road, Westminster Bridge Road, London, S.E.1). This booklet describes how the partnership between British industry and the Government information services results in publicity overseas for British products and skills. The Central Office of Information is celebrating its 21st birthday this year and some 60 per cent of its output is now concentrated on export publicity.

Second Report of the Committee on Common Standards for Electronic Parts. Ministry of Technology. (36 pages. 6s. 6d., by post 7s., from HMSO and Government bookshops). This document contains the recommendations made by the Burghard Committee on Common Standards for Electronic Parts, and it suggests a major change in established procedures for the specification, manufacture, inspection and certification approval of electronic parts. After detailed discussions the recommendations have been accepted and action will now be taken by the Government and British Standards Institution to implement them. The consequence of the new system will be the gradual replacement of a number of defence (DEF) and electronic valve and semi-conductor diode (CV) specifications and existing British Standards. The principles set out in the report form the basis for an international system and it is hoped other countries will participate in the scheme.

Conference for the Rubber Industry. A Report of the Conference organized by the Rubber Economic Development Committee and held at the Royal Garden Hotel, Kensington, on January 30 to February 1, 1967. (107 pages. Available free from National Economic Development Office, Millbank Tower, 21/41 Millbank, London, S.W.1). The purpose of this conference was to enlarge the EDC's contacts with the industry, and in doing so to exchange views about obstacles to increased efficiency and profitability, and to obtain suggestions for future work by the EDC. The conference was run on a syndicate basis with the following groupings: Marketing, Technology, Education and Training, Increasing Productivity, Value Programmes, Management by Objectives, Control Information for Management. At each syndicate a paper or series of papers were presented and discussed, and the syndicate chairmen later gave brief reports to a plenary session. In addition papers were given on mill room productivity in a Dutch factory, and management ratios and profitability. Appendices to the report give useful information on R & D in rubber in United Kingdom defence and civil establishments.

The Rubber Industry: Second Interfirm Comparison. (11 leaves. Available free from the Centre for Interfirm Comparison Ltd., 80 Fetter Lane, London, E.C.4). This document contains project notes outlining arrangements for the interfirm comparison schemes to be carried out in 1967 in the rubber industry, with introductory letters commending the schemes from the chairman of the Rubber Economic Development Committee (Mr. John Bolton) and from the President of the Federation of British Rubber and Allied Manufacturers (Mr. Eric Holt). Mr. Bolton points out that the results of the first scheme, undertaken in 1966, showed that cost savings of £4 million would be possible if all participating firms brought themselves up to a reasonably attainable level, and that savings of some £18 million per annum were feasible in the whole range of firms in the non-tyre sections of the industry. The objects of the schemes are to show firms how they compare with their competitors, what are the reasons for differences in performance, and where they should look for changes in both policy and practice to improve their results. The schemes cover the comparison of management ratios, and two process productivity comparisons made possible by research carried out by the Rubber and Plastics Research Association. The Centre for Interfirm Comparison was set up in 1959 by the British Institute of Management in association with the British Productivity Council to meet the demand of industry and trade for an expert body to conduct interfirm comparisons on a confidential basis as a service to management. The Centre's services are described in an 8-page brochure, **The Centre for Interfirm Comparison,** available from the Centre. A more detailed explanation of how interfirm comparisons help the management of a business is provided by **Interfirm Comparison for Management,** by Herbert Ingham and L. Taylor Harrington (70 pages. British Institute of Management, 1958. 17s. 6d.).

The Role of the British Overseas Banks, by F. Seebohm. (12 pages. Available free from the Institute of Bankers, 10 Lombard Street, London, E.C.3). This pamphlet contains the text of Mr. Seebohm's Presidential address to the Institute of Bankers on May 17, 1967. It provides a brief survey of the changes affecting the British overseas banks in the post-war period, of the difficulties they are facing which arise from unfavourable factors in the British economy, and of the future role of these banks, particularly in developing countries. Mr. Seebohm sees the overseas banks of the future acting as a catalyst in the promotion of economic progress, by serving as a channel for development finance, by providing technical assistance, and by playing an increasing part in the setting up of other financial institutions in the developing countries.

The Council of Europe. (52 pages. Free from Directorate of Information, Council of Europe, 67–Strasbourg, France). This booklet, which is also available in French and German editions, aims to provide a guide to what the council has achieved since its setting up in 1949 and also on how the organization works. Information is given on the Statute setting up the council, the Committee of Ministers, the Consultative Assembly, the Secretariat General and the Committees of Experts. The actual work is described under such heads as regional co-operation; general and economic policy; legal co-operation; human rights; local authorities; education, culture and leisure; natural resources; social affairs and health and hygiene. A useful list of the 54 Conventions and Agreements in force is given. The booklet ends with a short reading list.

Six-language Vocabulary of Distillation Terms. When we reviewed this book last week we left out one of the languages in our transcription of the title; the six languages covered are English, French, Spanish, Russian, *Italian* and German.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for firms outside London is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (*Addresses on page 1522 of this issue.*)

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

WEDNESDAY, MAY 31

Prepacked natural cheese

Asked whether, in view of the difficulties in interpreting the relevant provision in the Weights and Measures Act 1963, he will make an Order making it clear that prepacked natural cheese other than Cheddar or Cheshire need not be sold by weight.

Mr. George Darling, Minister of State, Board of Trade, answered that as the Act is sufficiently clear on this point, he did not consider that an amending Order was needed.

'One-armed bandits'

Answering a question on whether he was aware that the latest figures available showed an import figure of almost £4 million on the 'one-armed bandits', fruit machines, juke boxes, etc., mainly from the United States and Australia; whether he would give a breakdown of these figures; to what extent entry into the Common Market would permit an unrestricted flow of these types of machines from Italy and Germany; and to what extent this would affect the trade with Australia. Mr. Douglas Jay, President of the Board of Trade, replied 'This figure relates to imports of all coin or disc-operated amusement machines and parts thereof in 1966. An analysis of this total by type of machine is not available. If the United Kingdom enters the Common Market, tariffs on this type of machinery imported from other member states including Italy and Germany would eventually be removed. It is not possible to predict the extent to which this would affect the trade with Australia.'

Animals for vivisection

Asked what records were kept of the number and type of animals imported for vivisection purposes. Mr. Darling said that animals for vivisection purposes were not separately distinguished in the trade statistics. The following was the record of licences issued in 1966 for the importation for research purposes of certain kinds of animals listed in the Schedule to the Animals (Restriction of Importation) Act 1964. The import licences were not necessarily fully used –

Callithricidae (Primate)	1,062
Cebidae (Primate)	1,855
Cercopithecidae (Primate)	19,389
Iguanidae (Reptile)	65
Pongidae (Primate)	2

Price rises

Questioned that in view of the official figures given for the rise in food prices and cost of living of Great Britain's entry into the Common Market and on the basis of wage and salary scales rising to compensate workers for these price increases, by how much the President estimated this would cause a rise in the price of manufactured goods in general; and how these price increases would affect Great Britain's exports so far as costs are concerned, Mr. Darling replied: 'It is not possible to give exact quantitative estimates, because results must depend on the terms of any agreement.'

Asked what action had been taken to follow up proposals made at the last United Nations Conference for Trade and Development to help achieve real progress when the Conference reconvenes. Mr. Darling said: 'Since the first UNCTAD Conference in 1964 there have been regular meetings of the Trade and Development Board, the main permanent organ of the conference, and of its four main subsidiary bodies.

'There has been detailed discussion of the problems of the developing countries, the nature of which is now more widely appreciated. In particular, the United Kingdom/Swedish proposal for Supplementary Financial Measures to assist countries suffering unexpected disruption of their export earnings has been worked out in a report by the International Bank for Reconstruction and Development and is now under examination by Governments. The international agreement for tin has been renewed and the United Kingdom has been active in the attempts to negotiate new agreements for cocoa and sugar.'

Abbotsinch and Prestwick Airports

A member asked if the President would publish the Report of the Scottish Council (Development and Industry) in its amended form dealing with the suggested roles of Abbotsinch and Prestwick Airports.

Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, replied: 'No sir, but it is open to the Scottish Council to publicise their views if they so wish.'

Seat requirements for BEA

The President was asked whether he was satisfied that British European Airways would be in a position to meet their forecast requirements for seats during the 1970s with British aircraft; and if he would make a statement.

Mr. J. P. W. Mallalieu replied that this was one important aspect of the complex of problems before the Government in connection with BEA's re-equipment proposals. A statement would be made soon.

Night jet flights

Asked if he would make public the assurance given in his letter to the honourable Member for Wandsworth, Putney, of February 9, 1967, that he had no intention of relaxing the limitation on the number of night jet flights next summer at Heathrow, so that the permitted number will be 3,500 or less. Mr. J. P. W. Mallalieu said: 'I confirm that we have no intention of relaxing the limitation of night jet movements at Heathrow to 3,500 in respect of the summer of 1967.'

Inquiry into advertising

The President was asked if he would invite representations from interested organizations, after he had decided on the guide lines to his proposed inquiry into advertising, but before he proceeded to commission the execution of the project. Mr. Jay replied that before commissioning this work, he would seek the advice of any organization which seemed to him able to contribute usefully towards settling the scope of the research and the best method of conducting it.

He was also asked if he would defer any decisions regarding the form of his proposed research into advertising, until the Advertising Association published the findings of the survey it commissioned from an independent research company. Mr. Jay replied: 'I hope to see the report on this survey within the next few weeks; it will be some time later before details of the research I intend to commission can be settled.'

Further to this the President was asked if he would publish a list of the organizations and companies he intended to consult, before he instituted his proposed study of the functions of advertising in the economy. Mr. Jay said: 'What consultations would be helpful and appropriate will emerge as the formulation of this research project develops; it would not therefore be practicable to publish a list.'

Common Market entry

Asked whether he would publish in *Hansard* a detailed list of the main trades and industries which would be greatly benefited and seriously affected in an adverse manner on Great Britain entering the Common Market. Mr. Jay replied: 'No, since the results of entry must depend on the terms of any agreement reached.'

THURSDAY, JUNE 1

Wholesale Price Indices

Questioned to what effect the removal of the surcharge has had upon prices charged by the United Kingdom paper industry; and if he was satisfied that these effects had been fully reflected in price indices published in the *Board of Trade Journal*, Mr. Jay replied: 'I cannot accurately distinguish these effects from those of other market factors. The wholesale price indices for particular products shown in Table 3(a) of the *Board of Trade Journal* articles show that in January paper and board prices fell slightly, but wallpaper prices increased. I believe that the index numbers provide a valid representation of the underlying price movements'.

Another member asked if the price index of home market sales for paper industries currently standing at 120.6 was calculated from list prices or from prices currently charged by paper makers and if the wholesale price index was calculated on list prices or on the prices actually charged; and if he would make a statement. Mr. Jay said that in requesting information from firms about prices, the Board emphasized that what were wanted were prices actually charged, net of discounts, rebates, etc.; and he had no reason to doubt that, with very few exceptions, these were what firms supplied.

Monopolies Commission

A member asked whether the President had yet received the report by the Monopolies Commission on the merger of British Insulated Callender's Cables Limited and Pyrotenax Limited; and if he would make a statement.

Mr. Jay replied: 'Yes. I received the Commission's report on May 5. Its conclusion is that, in the light of certain assurances given by British Insulated Callender's Cables Limited to the Commission, this merger does not operate and may be expected not to operate against the public interest.

'I accept this conclusion. I have laid the Commission's report before Parliament and it will be published'.

International Motor Insurance

Asked to make a statement on the Report of the Monopolies Commission on International Motor Insurance cards, Mr. Jay replied: The report has been published (see page 0000 of this issue). The Commission have found that monopoly conditions prevail in the provision in the United Kingdom of third party insurance in connection with the use of vehicles abroad.

'The Commission have concluded that the arrangement whereby insurers charge uniform prices for the issue of International Motor Insurance Cards (green cards) operates against the public interest; they have recommended that the members of the Motor Insurers' Bureau should terminate this arrangement forthwith and should not subsequently adopt any similar procedure.

'I accept the Commission's conclusion and I am inviting the members of the Motor Insurers' Bureau to discuss with my Department the implementation of the recommendation'.

MONDAY, JUNE 5

Waste paper

A member asked the President of the Board of Trade what steps he was taking in the national interest to encourage the recovery of waste paper; and if he was aware of the work of the Waste Paper Recovery Association Limited, details of which had been sent to him.

Mr. George Darling replied: 'In February 1966 a working party of the Economic Development Committee for the Paper and Board Industry made a number of recommendations, designed principally to relate the collection of waste paper more closely to demand. The implementation of these recommendations has been discussed between representatives of mills, merchants and local authorities, and a joint advisory body has been set up to keep a watch on trends in supply and demand. We are aware of the valuable contribution which the Waste Paper Recovery Association Ltd. is making in this field.'

Bank Holiday dates

Asked if he would carry out an investigation into the effect on industry of the reorganised Whit holidays of 1967. Mr. Darling said: 'I am not aware that the change of date in the Bank Holiday has had any effect on industry, but I shall be glad to consider any evidence which is offered.'

Paper price cuts

Questioned on if he was satisfied that the widespread price cutting by leading paper manufacturers was properly reflected in the price index for home market sales of the paper industries; and if he would make a statement. Mr. Darling replied: 'As my rt. hon. Friend previously told the hon. Member, we believe this price index to be satisfactory. If he has evidence of widespread price cutting, I should be grateful if he would send it to me.'

Scottish Consumer Council Office

Asked what action he would take on the request by the Consumer Council for a Consumer Council Office for Scotland; and what answer he had made to the representations made by Lady Elliot of Harwood on this matter, Mr. Darling replied that he had invited the chairman of the Consumer Council to discuss this request.

European Trade Agreements

A member asked how many and which European countries had now in force with Britain trade agreements which were designed to benefit, and do in fact benefit, industries in North-east Scotland; and if he would indicate which industries and to what extent they give such benefit.

Mr. Darling replied: 'The United Kingdom has commercial treaties, trade agreements or similar arrangements or shares common membership of the GATT with all European countries except Albania. All of these arrangements are designed to benefit the interests of the whole of the country.'

British Commercial Representatives Overseas

The following amendments should be made to the list of British Commercial Representatives Overseas as published in the *Board of Trade Journal* on May 19:–

CUBA—*Delete* the entry; *substitute*–

CUBA – Mr. A. C. Buxton, First Secretary (Commercial), British Embassy, Edificio Bolivar, 9° Piso, Capdevila (formerly Carcel) 101-103, HAVANA. (Tel. 61-5681/4). (*Address for correspondence from Britain: British Embassy (Havana), c/o P.O. Box* 1229, *Nassau, Bahamas.*)

ITALY – NAPLES: Mr. R. L. D. Jasper, C.M.G., has replaced Mr. D. McFarlane, C.B.E., as Consul-General.

SPAIN – PALMA DE MALLORCA: *Amend* the telephone number of the British Consulate to read 21.20.85.
LAS PALMAS: in line four of the entry, *amend* 'Apartado 2020' to read Apartado 20.

SOUTH AFRICA – CAPE TOWN: *Amend* the P.O. Box number to read 1346. *Amend* the telephone number to read 41-1466. [The rest of the address and the telex number remain unchanged.]

SWEDEN – STOCKHOLM: *Amend* the address of the British Embassy to read Skarpogatan 6-8. [The telephone and telex numbers remain unchanged.]

Prices and Incomes Bill, 1967

ON APRIL 17, the First Secretary of State announced in the House of Commons (Official Reports: Cols. 92/93) that the Government proposed to take some limited statutory powers over prices and incomes for a period of 12 months after Part IV of the 1966 Act expires on August 11, 1967.

The Prices and Incomes Bill which was published on June 5 contains the provisions which were foreshadowed in the First Secretary's statement to supplement temporarily the powers in Part II of the 1966 Act (Clauses 1, 2 and 3 of the Bill and its Schedule).

The Bill also (in Clause 5) affords a defence to employers who have withheld pay increases, although contractually due, during the periods of Standstill and Severe Restraint (i.e. between July 20, 1966 and July 1, 1967), and contains provisions to modify and clarify certain provisions of the 1966 Act (Clause 4).

It is intended that Part II of the 1966 Act should come into force on August 12, 1967 and the necessary steps will be taken in accordance with the provisions of Section 6 (1) of the Act.

Pay and conditions of merchant navy officers

THE REPORT of the National Board for Prices and Incomes which was published on June 2, recommends that in principle Merchant Navy Officers should receive, from July 3, 1967, the 10 per cent increase in pay which was agreed some time ago by the National Maritime Board. The report recommends, however, that whilst the pay for officers employed under 'general service' contracts should be increased by the full 10 per cent from July 3 the pay of officers on 'company contracts' (whose pay is usually higher than minimum provided for in the National Maritime Board agreements) should be increased by only 5 per cent, the remaining 5 per cent to go into a pool which individual companies can distribute in whatever way they consider appropriate in the light of their own personnel policies.

The Trade Marks (Amendment) Rules, 1967

NOTICE IS hereby given in pursuance of sub-section 3 of Section 40 of the Trade Marks Act, 1938, that the Board of Trade intend to make rules under that Act amending the existing rules by increasing by £2 from October 1, 1967, the fees payable on an application for the registration of a trade mark and on the renewal of a trade mark. Copies of the draft rules may be obtained from Sale Branch, Patent Office, Block C, Station Square House, St. Mary Cray, Orpington, Kent. Copies may also be obtained at the Sale Branch counter, Patent Office, 25 Southampton Buildings, Chancery Lane, London, W.C.2, and from HMSO at the usual addresses; price 8d. (by post 11d.).

Any person who desires to make representations for consideration before the rules are finally settled should do so on or before July 1, 1967. Representations should be addressed to the Comptroller General, Industrial Property and Copyright Department, Board of Trade, 25 Southampton Buildings, Chancery Lane, London, W.C.2.

Weights and Measures Regulations 1967

THE BOARD OF TRADE have made the Weights and Measures (Marking) (Amendment) Regulations 1967. (S.I. 1967, No. 840). These Regulations, which apply to pre-packed toilet preparations (other than perfumes, toilet waters, hair or scalp preparations, dentifrices and soap), permit the quantity marking to be put on the base of the container whether or not the container carries other wording elsewhere.

Copies of the Regulations (S.I. 1967, No. 840) can be obtained from Her Majesty's Stationery Office, 49 High Holborn, London, W.C.1 and branches, price 3d. (or by post 6d. from HMSO, Box 569, London, S.E.1.).

Government surplus sales by auction

MINISTRY OF DEFENCE

1967	Stores	Location	Auctioneers
June 13 .	**Commercial and private vehicles, miscellaneous stores.**	**Northern Ireland.**	**Osborne King & Megran (Dept. L), 14 Montgomery Street, Belfast 1. (Tel. Belfast 20233.)**

Morris 1-ton trucks; radio station trucks; Bedford 3-ton cargo and office trucks; Leyland 'Hippo' 10-ton cargo truck; half-track personnel carriers; 2-ton drop side trailers; Bedford Scammell tractors and trailers; Bedford coaches (31 and 36 seaters); AEC 2500 gallon refuellers; Fordson and Austin 3-ton trucks; low loader trailers; saloon and estate cars; 30 motor cycles; jacks; MT spares; tools and tool kits; sectional water tanks; No. 19 wireless stations; jerrycans; scrap canvas; rubber and jute; corrugated iron sheets; clothing and textiles, including boots and shoes; kit bags; shirts; vests; berets; blouses; greatcoats; packs; shoulder straps; single and double blankets; coir and hair mattresses; carpets and a large assortment of other miscellaneous stores.

June 22-23 .	**Technical and industrial stores, electronic equipment, miscellaneous stores.**	**Western Command Ordnance Depot, Hereford.**	**Russel, Baldwin & Bright (Dept. L), 20-21 King Street, Hereford. (Tel. Hereford 4366.)**

Fork lift trucks; industrial tractors; generators; charging sets; lathes and other machine tools; Johnson 22 hp outboard motors; fire and water pumps; lifting trucks and jacks; used tyres; air compressors; wireless, signal and motor vehicle spares; telephone sets and spares; aircraft spares; periscopes; gun sight telescopes; watches; compasses; binoculars; theodolites; tarpaulin sheets; BD blouses and trousers; white and coloured blankets; boots and other clothing; stacking chairs and other items of furniture; scrap canvas and webbing; mixed rags and a large assortment of other miscellaneous stores.

June 27 .	**Machine tools, technical stores, miscellaneous equipment.**	**Central Ordnance Depot, Bicester, Oxon.**	**Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel. Bicester 2073.)**

Lathes; grinders; band saws; surfacers; circular saws, etc.; electrical and radio spares; welding electrodes; clocks and wrist watches; vehicle spares; Dennis fire pumps, 350-500 gpm.; Fordson self-propelled fire pumps; 4-wheeled industrial trailers; industrial tractors; 4½ and 5-ton trolley jacks; miscellaneous diesel engine spares; degreasing plants and spares; grit spreaders; galvanised corrugated iron sheets, various sizes; towing jaws complete with chains and fixing hooks; wooden 30 ft. and 35 ft. extending ladders; jerrycans; clothing, inciuding khaki drill; greatcoats; duffle coats; woollen jerseys; woollen and rayon stockings; white and khaki shirts; mackintoshes; gloves; pillows; carpets; rubber boots; ankle boots; mixed rags; hessian; canvas sheets, 9 ft. x 7 ft.; furniture including, sideboards; wardrobes; writing tables; bedside tables; Windsor chairs; dining chairs; fold flat tables 6 ft.; kitchenware; and a large assortment of other miscellaneous stores.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, 1s. 0d. (postal order only).

SALE BY TENDER

MACHINE TOOLS

Single spindle and multi-spindle automatics; horizontal borer; pillar and radial drills; plain, internal, surface, universal and tool and cutter grinders; gear shaving, hobbing, generating and testing machines; honing machines; capstan, turret and centre lathes; horizontal, vertical, universal and plano millers; thread milling and rolling machines; planing, shaping, slotting, sawing machines, etc. Located at Ordnance Supply and Disposal Depot, Branston, Nr. Burton-on-Trent, Staffs. Permission to view on presentation of Tender Form, obtainable only from Ministry of Defence, Directorate of Army Sales (Sales 4bii (A)), First Avenue House, High Holborn, London, W.C.1. Tenders to be returned by 10 a.m. July 6, 1967.

BY ORDER OF THE SECRETARY OF STATE FOR DEFENCE

SALE BY TENDER of ALL THE EQUIPMENT contained in THE IDMISTON WELL PUMP HOUSE, IDMISTON, WILTS., including 6 in. diam. Tangye horizontal ram pump, 25 BHP AC electric motor, 25 KVA oil filled transformer, 11 in. diam. Tangye single cylinder oil engine.

Full details from: MYDDELTON & MAJOR, FAI, 49 HIGH STREET, SALISBURY, WILTS., (Tel. 4211). Closing date for Tenders: July 14, 1967.

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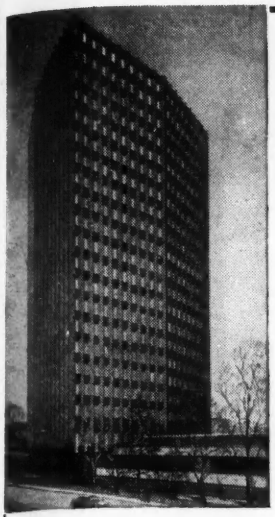

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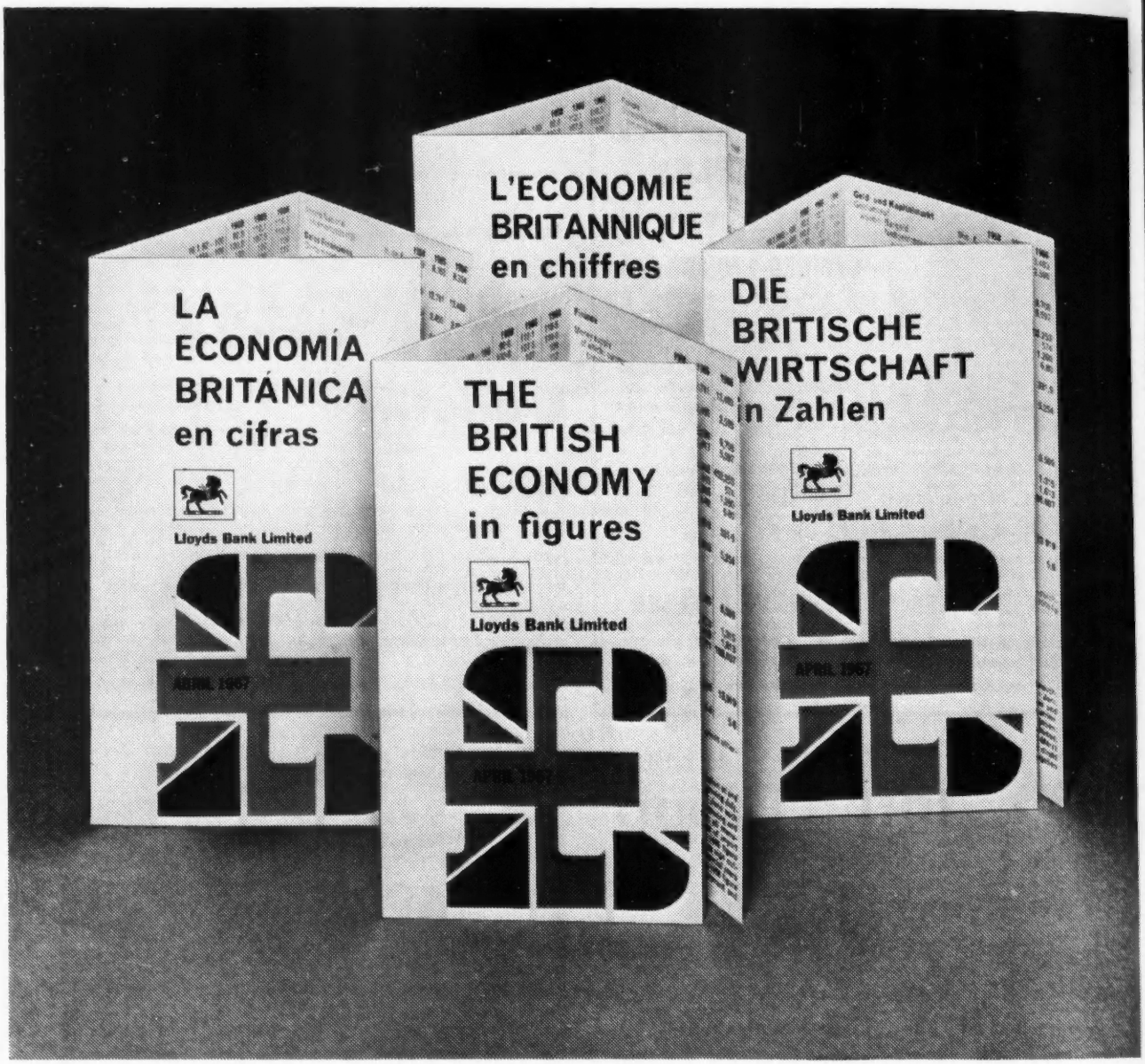

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The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,091	—	16,073	15,365	15,365	9,140	3,485	922	688	587	1,212				
1961	113	114	122	116	111	100	130	130	138	139	122	+326	+224	+36	+29
1962	114	115	127	123	114	100	129	119	134	143	125	+ 77	+ 22	+22	+14
1963	118	119	135	130	119	103	131	104	144	146	131	+216	+113	+29	+55
1964	125	128	145	139	123	106	154	118	170	185	150	+579	+354	+72	+47
1965	128	132	155	148	126	108	159	130	166	190	156	+340	+217	+19	+43
1966	130	133	162	156	128	109	161	131	162	184	167	+199	+112	+ 3	+ 6
1965															
3rd quarter	128	132	155	150	126	108	157	131	158	190	153	+108	+ 61	+21	+17
4th quarter	129	133	158	151	126	109	161	131	168	189	158	+ 80	+ 35	+13	+14
1966															
1st quarter	131	134	166	155	130	110	160	135	165	181	159	+ 73	+ 53	N/C	+19
2nd quarter	129	133	161	157	129	110	160	127	166	184	166	+ 58	— 11	—15	+26
3rd quarter	130	134	159	156	126	109	163	132	163	183	174	+ 91	+ 84	+20	—15
4th quarter	130	131	161	157	126	109	160	130	154	188	168	— 18	— 13	— 1	—24
1967															
1st quarter		132*				109		128*	159*				+ 9*	+ 4*	+14
1966															
October		132				108									
November		130				109									
December		132				109									
1967															
January		132*				109									
February		131*				109									
March		132*				110									
April						109									

	ORDERS		PRICES AND COSTS					LABOUR					BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,834	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	— 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+101
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+107
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—393
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—109
1966	153	104*	136·9	+3·9	114·5	133·0	168·4	325	255		158	155	— 61
1965													
3rd quarter	165	117	132·6	+4·8	110·5	129·9	159·9	321	265	24,837	153	147	— 37
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	+ 7
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 42
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282	24,930	155	146	—104
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253	24,953	161	157	— 50
4th quarter	153	104*	138·6	+3·8	113·0	133·5	169·8	417	206		147	164	+135
1967													
1st quarter	150*	104*	139·3	+3·6	112·0*	133·5*	171·4	458	188		164	166	
1966													
October	158	105*	137·9	+3·8	113·3	133·5	169·8	377	217		150	163	
November	155	107*	138·8	+4·0	113·3	133·5	169·8	424	201		137	169	
December	153	104*	139·0	+3·7	112·4	133·5	169·8	449	200		157	158	
1967													
January	153*	106*	139·2	+3·6	112·5	133·6	170·9	454	191		172	174	
February	151*	106*	139·4	+3·7	112·3	133·6	171·3	454	188		163	167	
March	150*	104*	139·4	+3·5	111·2*	133·4*	171·9	467	184		157	156	
April			140·4	+3·0	110·2*	133·3*	172·1	495	174		174	163	
May								505	168				

*Provisional. †Not seasonally adjusted.

Industry's capital expenditure in the first quarter of 1967

PROVISIONAL ESTIMATES

PROVISIONAL ESTIMATES for the first quarter of 1967 suggest that industry's capital expenditure was at about the same level as in the fourth quarter of 1966. There were divergent movements within the overall total; manufacturing industry's investment was slightly lower, there was no change in the investment of the distributive and service industries, while the capital expenditure of shipping companies – always liable to irregular movement – was well above the low figure in the fourth quarter. It is to be emphasized that these provisional estimates are liable to revision as further returns are received from contributors and small changes suggested by the provisional figures are probably within the margin of error.

The figures for manufacturing industry show only small changes in investment in plant and machinery and in vehicles, and the whole of the fall was accounted for by the lower figure for new building work.

Investment in the distributive and service industries (excluding shipping) has been drifting downwards since the latter part of 1964, but there was no further decline in the first quarter of this year. Increased investment on plant and machinery compensated for lower expenditure on new building work and on vehicles. For shipping companies investment was above the quarterly average of each of the past two years, but marked swings in this series are common.

Revised estimates and detailed industry figures will be published in the *Board of Trade Journal* next month; these will, as usual, take account of late returns.

Industry's fixed capital expenditure at 1958 prices seasonally adjusted

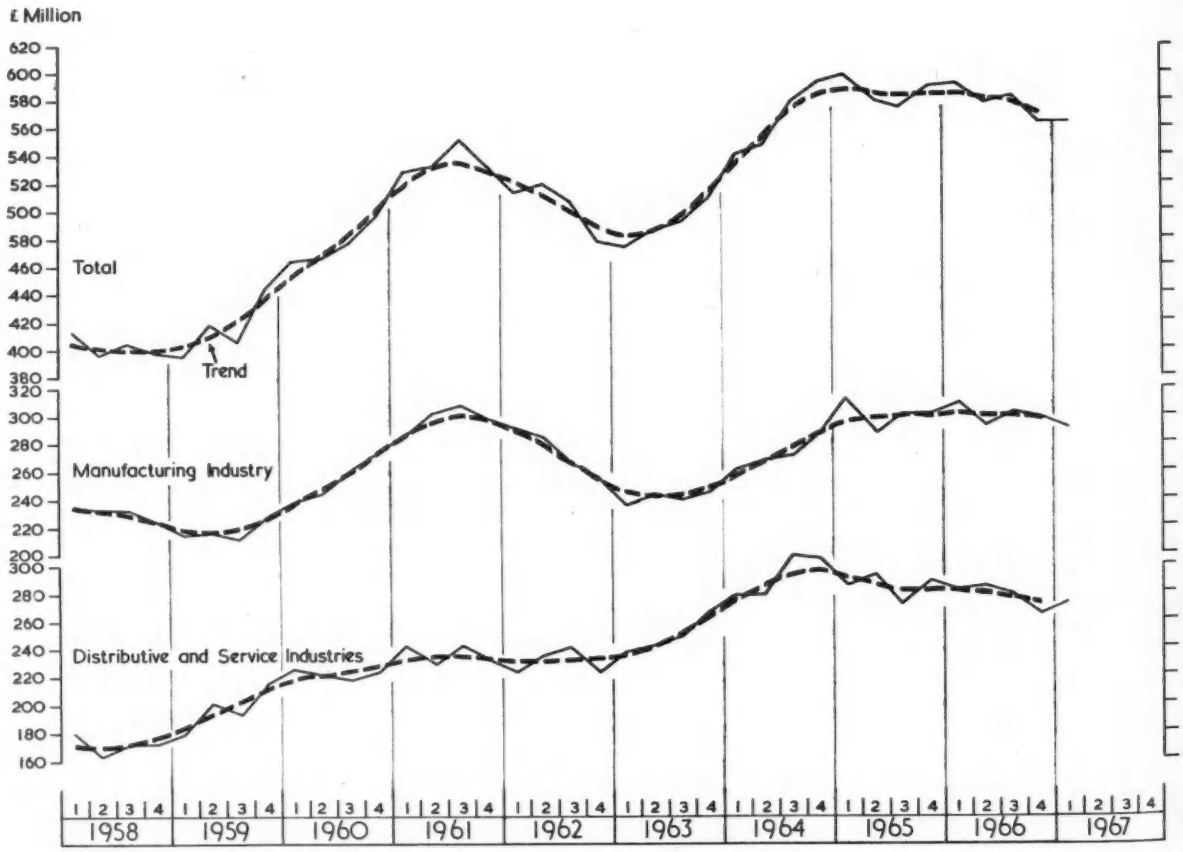

Table 1. Industry's fixed capital expenditure at 1958 prices seasonally adjusted [a]

£ million

Period	ANALYSIS BY INDUSTRIAL SECTORS		Total	ANALYSIS BY TYPE OF ASSET		
	Manufacturing Industry (b)	Distributive and Service Industries (c)		New Building Work	Vehicles	Plant and Machinery
1958	922	688	1,610	451	360	799
1959	871	792	1,663	460	403	800
1960	1,016	890	1,906	547	456	903
1961	1,195	948	2,143	648	435	1,060
1962	1,098	923	2,021	646	386	990
1963	964	992	1,956	595	427	935
1964	1,092	1,171	2,263	677	524	1,062
1965	1,203	1,140	2,343	706	496	1,141
1966	1,205	1,112	2,317	652	531	1,135
1961 1st quarter	286	242	528	154	118	256
2nd quarter	302	230	532	163	104	265
3rd quarter	308	243	551	163	114	274
4th quarter	299	233	532	168	99	265
1962 1st quarter	291	223	514	163	96	255
2nd quarter	284	234	518	164	101	253
3rd quarter	267	241	508	170	95	243
4th quarter	256	225	481	149	94	239
1963 1st quarter	235	237	472	143	100	228
2nd quarter	244	239	483	149	102	233
3rd quarter	240	249	489	148	107	235
4th quarter	245	267	512	155	118	239
1964 1st quarter	262	279	541	157	126	258
2nd quarter	269	279	548	163	124	261
3rd quarter	272	308	580	176	139	265
4th quarter	289	305	594	181	135	278
1965 1st quarter	312	286	598	188	118	292
2nd quarter	287	293	580	177	130	273
3rd quarter	302	272	574	172	118	284
4th quarter	302	289	591	169	130	292
1966 1st quarter	310	283	592	169	130	293
2nd quarter	293	285	578	160	137	282
3rd quarter	303	280	583	159	139	285
4th quarter	299	265	564	164	125	275
1967 1st quarter	294	273	567	157	130	280

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 53 per cent of total capital expenditure in 1964. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy and though some public expenditure is included, it is small; the figures are therefore very largely representative of the trend of expenditure of private industry and business.

For other footnotes, see end of article.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

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Manufacturing industry's fixed capital expenditure, by asset, at 1958 prices, seasonally adjusted

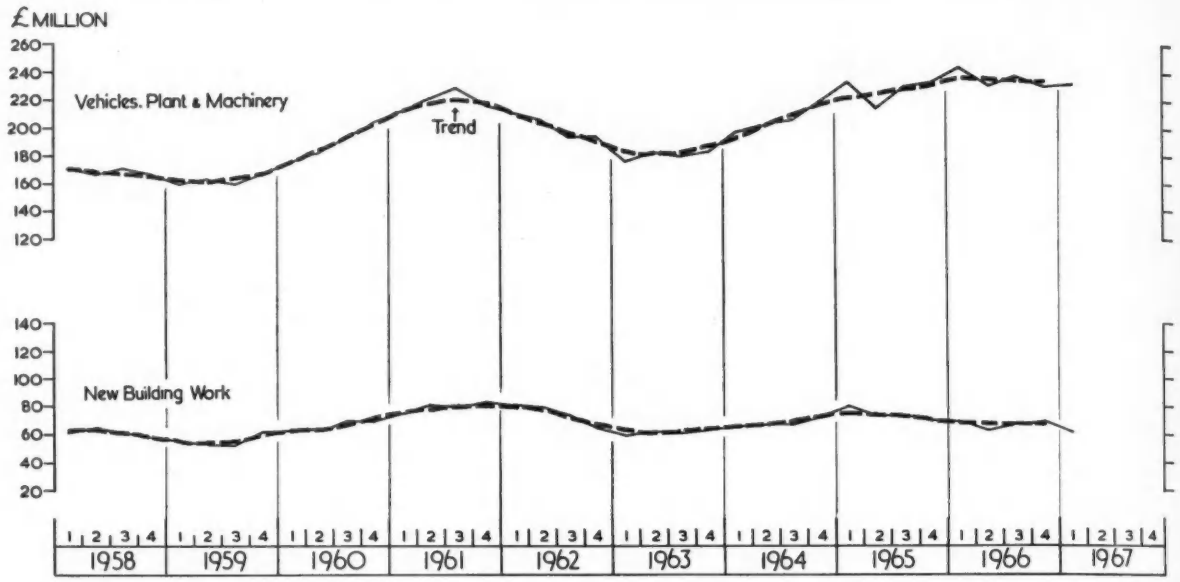


Table 2. Fixed capital expenditure of manufacturing industry at 1958 prices seasonally adjusted (a), (b), (d)

£ million

Period	ANALYSIS BY INDUSTRY GROUP										ANALYSIS BY TYPE OF ASSET		
	Food, Drink and Tobacco	Mineral Oil Refining	Chemicals, Paint and Printing Ink	Metal Manufacture	Engineering, Shipbuilding, and Metal Goods	Vehicles	Textiles, Leather and Clothing	Paper, Printing and Publishing	Other Manufacturing Industries	Total All Manufacturing Industries			
	Standard Industrial Classification Orders												
	III	Part of IV	Part of IV	V	VI, VII and IX	VIII	X to XII	XV	XIII, XIV and XVI	III to XVI	New Building Work	Vehicles	Plant and Machinery
1958	112·6	39·7	157·3	143·5	204·8	69·8	63·6	65·2	65·1	921·6	247·0	52·4	622·2
1959	106·5	23·5	145·5	129·7	200·8	69·0	66·5	60·3	69·1	870·9	223·8	57·1	590·0
1960	128·5	15·3	134·5	186·1	228·9	78·3	85·2	67·8	91·6	1,016·2	263·5	75·3	677·4
1961	136·9	22·8	162·8	242·4	250·5	104·2	101·5	74·4	99·7	1,195·2	318·1	71·8	805·3
1962	134·8	16·3	161·6	208·2	220·0	93·8	87·1	74·9	101·3	1,098·0	297·9	61·8	738·3
1963	135·2	24·8	126·9	114·7	218·1	89·3	79·5	74·1	101·2	963·8	244·1	75·5	644·2
1964	150·4	25·6	158·6	104·4	260·1	77·7	106·9	83·6	124·3	1,091·6	271·1	92·0	728·5
1965	155·1	24·8	196·0	102·2	277·1	93·5	121·7	91·2	141·3	1,202·9	296·0	97·6	809·3
1966	141·0	39·8	207·4	111·0	270·1	90·1	114·2	82·2	149·3	1,205·1	267·7	114·8	822·6
1961 1st quarter	33·9	3·3	39·8	59·4	60·8	24·6	23·8	16·8	23·7	286·1	74·3	19·0	192·8
2nd quarter	34·8	6·1	39·8	62·1	64·0	25·7	25·2	17·7	26·8	302·2	80·8	19·0	202·4
3rd quarter	34·0	6·3	42·4	61·4	63·3	27·3	27·9	20·6	24·9	308·1	80·4	17·8	209·9
4th quarter	34·2	7·1	40·8	59·5	62·4	26·6	24·6	19·3	24·3	298·8	82·6	16·0	200·2
1962 1st quarter	33·7	3·9	43·4	56·8	59·3	25·1	25·1	18·9	24·7	290·9	80·8	16·5	193·6
2nd quarter	33·1	3·9	42·4	58·2	56·3	22·9	22·2	19·2	25·4	283·6	78·7	14·7	190·2
3rd quarter	33·1	4·4	37·9	47·6	54·8	24·6	19·9	18·8	25·9	267·0	74·1	15·2	177·7
4th quarter	34·9	4·1	37·9	45·6	45·6	21·2	19·9	18·0	25·3	256·5	64·3	15·4	176·8
1963 1st quarter	31·1	4·6	30·6	33·8	54·1	21·5	18·9	17·8	22·3	234·7	58·6	16·3	159·8
2nd quarter	34·1	5·9	32·5	31·0	55·4	22·8	18·9	19·0	24·6	244·2	61·9	18·7	163·6
3rd quarter	33·7	6·8	31·8	24·8	55·9	22·0	20·2	19·0	26·1	240·3	60·8	20·0	159·5
4th quarter	36·3	7·5	32·0	25·1	52·7	23·0	21·5	18·3	28·2	244·6	62·8	20·5	161·3
1964 1st quarter	37·1	9·5	35·3	25·8	62·2	19·7	23·3	20·3	28·5	261·7	66·0	22·5	173·2
2nd quarter	37·7	6·0	37·7	25·0	65·6	21·0	26·0	19·2	30·6	268·8	66·6	22·9	179·3
3rd quarter	38·9	5·0	39·7	26·8	65·0	16·5	27·1	22·1	31·2	272·3	66·8	23·0	182·5
4th quarter	36·7	5·1	45·9	26·8	67·3	20·5	30·5	22·0	34·0	288·8	71·7	23·6	193·5
1965 1st quarter	39·5	6·2	48·5	26·2	74·1	23·5	32·5	24·3	37·2	312·0	80·0	24·4	207·6
2nd quarter	37·2	5·8	46·3	25·1	66·3	22·1	28·7	24·0	31·2	286·7	72·5	23·7	190·5
3rd quarter	40·1	5·9	52·5	26·4	66·2	22·2	31·6	20·9	36·3	302·1	73·2	23·3	205·6
4th quarter	38·3	6·9	48·7	24·5	70·5	25·7	28·9	22·0	36·6	302·1	70·3	26·2	205·6
1966 1st quarter	36·9	7·8	56·4	27·5	67·8	25·5	29·2	19·3	40·0	310·4	68·6	29·3	212·5
2nd quarter	34·4	9·1	48·4	25·7	68·5	22·9	30·5	19·8	33·5	292·8	62·6	30·6	199·6
3rd quarter	35·0	11·8	51·2	28·4	67·9	20·1	28·1	20·0	40·9	303·4	67·3	28·6	207·5
4th quarter	34·7	11·1	51·4	29·4	65·9	21·6	26·4	23·1	34·9	298·5	69·2	26·3	203·0
1967 1st quarter										293·6	63·4	25·9	204·3

Table 3. Fixed capital expenditure in the distributive and service industries at 1958 prices seasonally adjusted (a), (c), (d)

£ million

Period	Shipping Industry	OTHER DISTRIBUTIVE AND SERVICE INDUSTRIES				New Building Work	Vehicles	Plant and Machinery
		Wholesale Distribution	Retail Distribution	Other Industries	Total			
		Standard Industrial Classification Headings						
	S.I.C. 704	810, 831, 832	820	XVII, Part of XIX, XXI, Part of XXII and XXIII	XVII, Part of XIX, XX, Part of XXI, Part of XXII and XXIII			
1958	147	73	130	338	541	203	161	177
1959	161	92	163	376	631	235	186	210
1960	158	100	175	457	732	284	222	226
1961	126	105	195	522	822	330	237	255
1962	104	116	187	515	820	347	221	252
1963	85	126	204	577	907	351	266	291
1964	124	145	232	670	1,047	405	308	335
1965	93	153	215	679	1,047	411	306	333
1966	91	160	189	672	1,021	384	325	313
1961 1st quarter	39	28	44	131	203	80	60	63
2nd quarter	27	27	47	129	203	82	58	63
3rd quarter	31	26	52	134	212	83	65	64
4th quarter	29	24	52	128	204	85	54	65
1962 1st quarter	26	25	52	120	197	83	53	61
2nd quarter	33	27	48	126	201	85	53	63
3rd quarter	22	33	46	140	219	96	58	65
4th quarter	23	31	41	129	202	83	57	63
1963 1st quarter	23	29	52	133	214	85	61	68
2nd quarter	18	32	47	142	221	87	65	69
3rd quarter	22	31	51	145	227	87	65	76
4th quarter	22	34	54	157	245	92	75	78
1964 1st quarter	28	35	57	159	251	91	76	85
2nd quarter	27	34	60	158	252	96	74	82
3rd quarter	37	36	58	177	271	109	79	83
4th quarter	32	40	57	176	273	109	79	85
1965 1st quarter	15	41	56	174	271	108	79	86
2nd quarter	30	38	54	171	263	105	76	82
3rd quarter	22	38	53	159	250	99	73	78
4th quarter	26	36	52	175	263	99	78	87
1966 1st quarter	23	40	50	170	260	100	78	81
2nd quarter	23	43	46	173	262	97	84	82
3rd quarter	27	41	46	166	253	92	83	78
4th quarter	19	36	47	163	246	95	80	72
1967 1st quarter	27				246	93	77	76

Table 4. Industry's fixed capital expenditure at current prices (a)

£ million

Period	Manufacturing Industry (b)	Distributive and Service Industries (c)	Total
1958	922	688	1,610
1959	867	782	1,649
1960	1,021	880	1,901
1961	1,239	953	2,192
1962	1,168	951	2,119
1963	1,044	1,024	2,068
1964	1,216	1,221	2,437
1965	1,401	1,228	2,629
1966	1,456	1,224	2,680
1961 1st quarter	273	237	510
2nd quarter	304	227	531
3rd quarter	331	235	566
4th quarter	331	254	585
1962 1st quarter	286	224	510
2nd quarter	294	238	532
3rd quarter	290	241	531
4th quarter	298	248	546
1963 1st quarter	237	241	478
2nd quarter	260	242	502
3rd quarter	261	250	511
4th quarter	286	291	577
1964 1st quarter	268	282	550
2nd quarter	295	287	582
3rd quarter	303	308	611
4th quarter	350	344	694
1965 1st quarter	333	299	632
2nd quarter	329	308	637
3rd quarter	352	282	634
4th quarter	387	339	726
1966 1st quarter	347	303	650
2nd quarter	346	306	652
3rd quarter	366	295	661
4th quarter	397	320	717
1967 1st quarter	335	296	631

Notes relating to Tables 1, 2, 3 and 4

(a) Expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

(b) Standard Industrial Classification Orders III to XVI.

(c) Standard Industrial Classification Order XVII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XX (Distributive Trades); XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services).

(d) Care should be taken in using the industry figures in tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

(e) Small discrepancies may appear between the totals and the sum of individual headings because of rounding.

Peter Moffat, account executive for Eccles Caravans Ltd., at Willsmore and Tibbenham Ltd., Norwich, presents the 1968 Eccles campaign during the Caravans International Advertising Conference at Saffron Walden. Caravans International importing companies represented at the conference covered Finland, Norway, Denmark, Sweden, Holland, Belgium, Switzerland, West Germany and France.

Industry's stocks in the first quarter of 1967

PROVISIONAL ESTIMATES

PROVISIONAL ESTIMATES of the change in industry's stocks in the first quarter of 1967 show an increase of £27 million at 1958 prices, seasonally adjusted. Although this represents a turnround from the decline in the previous quarter, the first quarter's increase was only about the same as the comparatively low quarterly average increase for 1966 as a whole. Distributors' stocks accounted for the greater part of the increase, and manufacturers' stocks and work in progress showed only a negligible increase after the equally minor fall in stocks in the preceding quarter.

The rise of £9 million in manufacturers' stocks contained contrasting movements for stocks of materials and fuel (which increased after a decline in the fourth quarter), and of finished goods (for which a fall was recorded for the first time in several quarters); work in progress hardly moved.

Wholesalers' stocks, which sometimes move irregularly, but on the whole moderately, again showed a negligible change; but retailers' stocks showed a small increase after the exceptional reductions in the second half of last year.

Revised estimates of changes in stocks in the first quarter, taking account of late returns, and industry group information, will be published in the *Board of Trade Journal* next month.

Changes in industry's stocks at 1958 prices seasonally adjusted

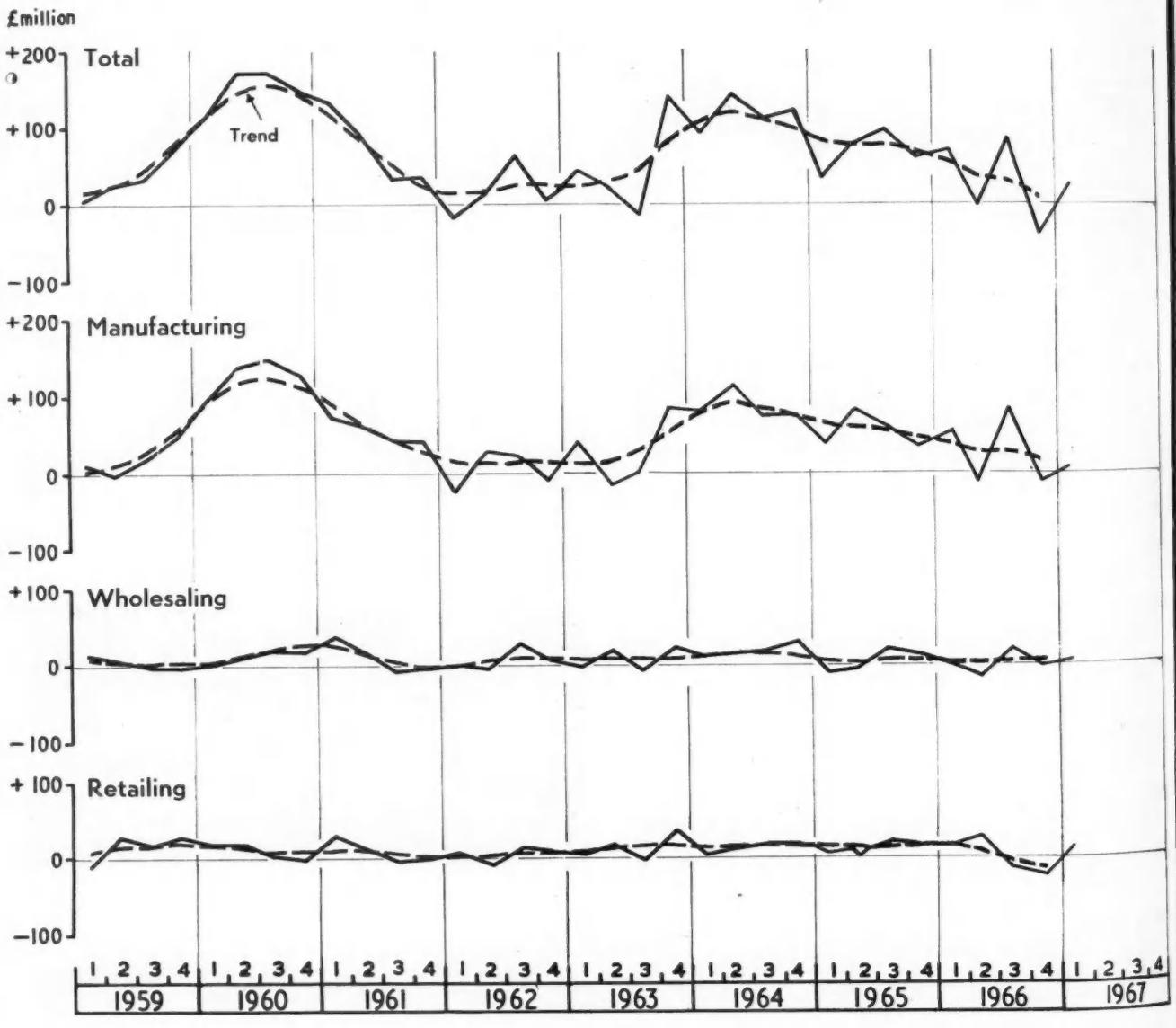
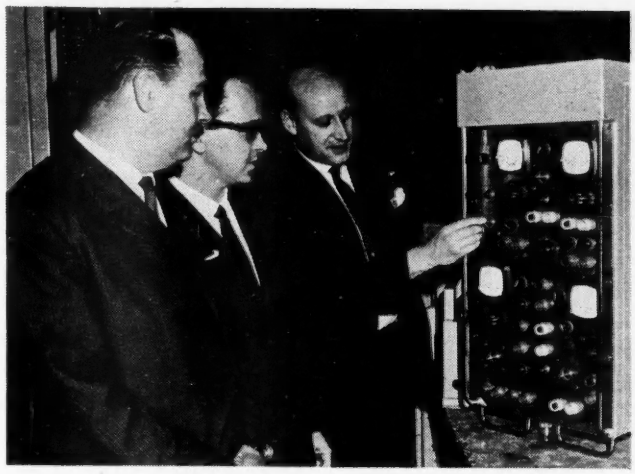


Table 1—Changes in the volume of industry's stocks at 1958 prices seasonally adjusted (a)

£ million

Period	(b) Manufacturing	(c) Wholesaling	(d) Retailing	(e) Total
Level of stocks at December 31, 1966	6,507	1,039	1,182	8,728
1960	+514	+48	+37	+599
1961	+224	+36	+29	+289
1962	+ 22	+22	+14	+ 58
1963	+113	+29	+55	+197
1964	+354	+72	+47	+473
1965	+217	+19	+43	+279
1966	+112	+ 3	+ 6	+121
1960 1st quarter	+ 95	N/C	+18	+113
2nd quarter	+141	+11	+18	+170
3rd quarter	+148	+19	+ 2	+169
4th quarter	+130	+18	— 1	+147
1961 1st quarter	+ 72	+35	+25	+132
2nd quarter	+ 67	+17	+10	+ 94
3rd quarter	+ 45	— 9	— 4	+ 32
4th quarter	+ 41	— 7	— 2	+ 32
1962 1st quarter	— 24	N/C	+ 5	— 19
2nd quarter	+ 29	— 7	—10	+ 12
3rd quarter	+ 25	+26	+11	+ 62
4th quarter	— 9	+ 3	+ 8	+ 2
1963 1st quarter	+ 43	— 1	+ 3	+ 45
2nd quarter	— 14	+19	+18	+ 23
3rd quarter	N/C	— 9	— 1	— 10
4th quarter	+ 84	+20	+35	+139
1964 1st quarter	+ 80	+10	+ 3	+ 93
2nd quarter	+118	+13	+12	+143
3rd quarter	+ 77	+19	+17	+113
4th quarter	+ 78	+30	+15	+123
1965 1st quarter	+ 39	—10	+ 9	+ 38
2nd quarter	+ 82	— 5	+ 3	+ 80
3rd quarter	+ 61	+21	+17	+ 99
4th quarter	+ 35	+13	+14	+ 62
1966 1st quarter	+ 53	N/C	+19	+ 72
2nd quarter	— 11	—15	+26	N/C
3rd quarter	+ 84	+20	—15	+110
4th quarter	— 13	— 1	—24	— 38
1967 1st quarter	+ 9	+ 4	+14	+ 27



Czechoslovakian engineers from the giant Skoda Machine Tool factory have been at Kidsgrove to discuss with English Electric's Industrial Control & Automation engineers the possibilities of using the company's electrical drives and controls for machine tools being exported from Czechoslovakia to Western Europe, the United States and the Commonwealth. The visitors were shown production of position indicating equipments, servo control systems and control modules at Kidsgrove, and also went to a number of factories where machine tools equipped with English Electric drives and controls are already in operation. The photograph shows (left to right): Mr. K. Svoboda, Chief Engineer, and Mr. J. Zahradnik, Electrical Engineer at Skoda, with Mr. A. S. N. Foster, Sales Engineer of English Electric's Control Gear Division.

Table 2—Changes in the volume (at 1958 prices seasonally adjusted) of stocks held by manufacturing industry (a)(b)(f)

£ million

Period	ANALYSIS BY INDUSTRY GROUP							ANALYSIS BY TYPE OF ASSET		
	Food, drink and tobacco	Chemicals, and allied industries	Metal manufacture	Engineering, shipbuilding and vehicles	Textiles leather and clothing	Other manufacturing industries	Total all manufacturing industries	Materials and fuel	Work in progress	Finished goods
	Standard Industrial Classification Orders									
	III	IV	V	VI-IX	X-XII	XIII-XVI	III-XVI			
Level of stocks at December 31, 1966	851	578	489	3,220	693	675	6,507	2,276	2,418	1,812
1960	+43	+42	+79	+263	+29	+58	+514	+219	+135	+160
1961	+ 9	+16	+13	+148	+ 9	+29	+224	+ 44	+ 93	+ 87
1962	+22	+ 2	—19	+ 41	—22	— 2	+ 22	— 60	+ 39	+ 43
1963	+56	—11	+ 1	+ 57	N/C	+10	+113	+ 3	+ 93	+ 17
1964	+ 5	+37	+29	+205	+49	+29	+354	+126	+154	+ 74
1965	— 4	+17	+20	+148	— 3	+38	+217	+ 36	+ 87	+ 93
1966	+ 1	+20	—18	+ 65	+23	+22	+112	— 31	+ 32	+111
1960 1st quarter	+ 2	— 2	+15	+ 62	+10	+ 8	+ 95	+ 45	+ 24	+ 26
2nd quarter	+12	+19	+17	+ 67	+10	+16	+141	+ 62	+ 40	+ 39
3rd quarter	+ 8	+16	+29	+ 58	+22	+15	+148	+ 70	+ 25	+ 53
4th quarter	+20	+10	+18	+ 76	—13	+19	+130	+ 40	+ 47	+ 43
1961 1st quarter	+ 7	+ 9	+12	+ 30	+ 1	+14	+ 72	+ 36	+ 37	N/C
2nd quarter	— 5	+ 8	+ 3	+ 33	+ 9	+18	+ 67	+ 15	+ 23	+ 30
3rd quarter	+10	+ 2	— 3	+ 34	— 2	+ 4	+ 45	+ 13	+ 19	+ 13
4th quarter	— 3	— 3	+ 1	+ 50	+ 1	— 7	+ 41	— 20	+ 15	+ 45
1962 1st quarter	+ 9	— 7	—14	+ 4	— 5	—11	— 24	— 21	— 8	+ 5
2nd quarter	+ 9	— 1	— 3	+ 30	— 4	N/C	+ 29	— 2	+ 25	+ 7
3rd quarter	+ 9	+ 5	— 6	+ 21	— 7	+ 3	+ 25	— 13	+ 17	+ 20
4th quarter	— 4	+ 5	+ 4	— 14	— 5	+ 6	— 9	— 24	+ 4	+ 11
1963 1st quarter	+ 5	+ 3	+ 1	+ 22	— 8	+19	+ 43	— 11	+ 23	+ 31
2nd quarter	+21	— 8	— 2	— 14	— 3	— 8	— 14	— 7	+ 7	— 14
3rd quarter	— 1	— 7	— 1	+ 4	+ 7	— 2	N/C	— 1	+ 19	— 18
4th quarter	+28	+ 1	+ 3	+ 46	+ 4	+ 2	+ 84	+ 22	+ 43	+ 18
1964 1st quarter	+10	+10	+ 9	+ 41	+ 8	+ 1	+ 80	+ 45	+ 32	+ 2
2nd quarter	— 5	+ 9	+16	+ 68	+21	+ 8	+118	+ 33	+ 47	+ 38
3rd quarter	N/C	+ 8	+ 1	+ 55	+ 5	+ 9	+ 77	+ 14	+ 39	+ 24
4th quarter	+ 1	+10	+ 2	+ 40	+14	+10	+ 78	+ 32	+ 36	+ 10
1965 1st quarter	—12	—18	+ 6	+ 43	+ 9	+11	+ 39	— 4	+ 47	— 4
2nd quarter	— 1	+30	— 2	+ 49	— 6	+10	+ 82	+ 31	N/C	+ 51
3rd quarter	+17	+ 4	+ 8	+ 26	— 6	+12	+ 61	+ 10	+ 31	+ 20
4th quarter	— 9	+ 1	+ 8	+ 30	N/C	+14	+ 35	— 1	+ 10	+ 26
1966 1st quarter	+11	+ 8	— 6	+ 20	+ 3	+16	+ 53	+ 9	+ 23	+ 21
2nd quarter	— 3	+ 8	—20	— 1	+ 1	+ 5	— 11	— 31	— 1	+ 22
3rd quarter	— 7	+ 6	+24	+ 38	+16	+ 6	+ 84	+ 30	+ 6	+ 48
4th quarter	N/C	— 2	—15	+ 7	+ 3	— 5	— 13	— 38	+ 5	+ 20
1967 1st quarter							+ 9	+ 18	+ 6	— 16

Table 3—Changes in the volume (at 1958 prices seasonally adjusted) of stocks held by wholesalers [a] [f]

£ million

S.I.C. M.L.H.			1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1966
810	General wholesale distributors	1960	— 1	+10	+15	+ 2	+26	
		1961	+28	+10	— 2	—10	+26	
		1962	— 6	—11	+16	+ 5	+ 4	
		1963	— 2	+12	—11	+14	+13	
		1964	+ 1	+ 7	+10	+27	+45	
		1965	— 9	— 1	+17	+ 5	+12	
		1966	+ 5	— 9	+24	— 5	+15	689
		1967						
831	Dealers in coal, builder's materials, etc.	1960	N/C	+ 1	N/C	+ 3	+ 4	
		1961	+ 1	+ 1	— 1	— 1	N/C	
		1962	+ 1	N/C	+ 2	+ 1	+ 4	
		1963	+ 3	+ 2	— 3	+ 3	+ 5	
		1964	+ 3	N/C	+ 5	— 2	+ 6	
		1965	— 4	— 2	+ 1	+ 3	— 2	
		1966	— 1	N/C	— 4	— 1	— 6	88
		1967						
832	Dealers in industrial materials and machinery	1960	+ 1	N/C	+ 4	+13	+18	
		1961	+ 6	+ 6	— 6	+ 4	+10	
		1962	+ 5	+ 4	+ 8	— 3	+14	
		1963	— 2	+ 5	+ 5	+ 3	+11	
		1964	+ 6	+ 6	+ 4	+ 5	+21	
		1965	+ 3	— 2	+ 3	+ 5	+ 9	
		1966	— 4	— 6	N/C	+ 4	— 6	262
		1967						
	Total wholesalers	1960	N/C	+11	+19	+18	+48	
		1961	+35	+17	— 9	— 7	+36	
		1962	N/C	— 7	+26	+ 3	+22	
		1963	— 1	+19	— 9	+20	+29	
		1964	+10	+13	+19	+30	+72	
		1965	—10	— 5	+21	+13	+19	
		1966	N/C	—15	+20	— 1	+ 3	1,039
		1967	+ 4					

Table 4—Changes in the value (at book values) of stocks held by manufacturers and distributors [a]

£ million

		1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1966
Manufacturing (b)	1960	+125	+178	+127	+161	+591	
	1961	+110	+102	+ 46	+ 54	+312	
	1962	+ 9	+ 28	+ 12	+ 29	+ 78	
	1963	+ 69	+ 4	+ 16	+161	+250	
	1964	+138	+185	+116	+154	+593	
	1965	+124	+153	+108	+105	+489	
	1966	+162	+137	+ 59	— 15	+343	7,702
	1967	+ 4					
Wholesaling (c)	1960	+ 7	+ 18	+ 52	— 22	+ 55	
	1961	+ 44	+ 20	+ 15	— 36	+ 43	
	1962	+ 6	+ 5	+ 40	— 19	+ 32	
	1963	— 6	+ 23	+ 23	+ 8	+ 48	
	1964	+ 14	+ 30	+ 62	+ 18	+124	
	1965	— 1	+ 9	+ 54	— 14	+ 48	
	1966	+ 8	+ 1	+ 43	— 33	+ 20	1,189
	1967	— 13					
Retailing (d)	1960	+ 68	+ 15	— 19	— 20	+ 44	
	1961	+ 69	+ 36	— 10	— 34	+ 61	
	1962	+ 60	— 1	— 1	— 13	+ 45	
	1963	+ 56	— 6	— 13	+ 26	+ 63	
	1964	+ 55	+ 13	+ 7	+ 15	+ 50	
	1965	+ 69	— 5	+ 2	N/C	+ 66	
	1966	+ 81	+ 25	— 23	— 39	+ 44	1,362
	1967	+ 66					
Total (e)	1960	+200	+211	+160	+119	+690	
	1961	+223	+158	+ 51	— 16	+416	
	1962	+ 75	+ 32	+ 51	— 3	+155	
	1963	+119	+ 21	+ 26	+195	+361	
	1964	+207	+228	+185	+187	+807	
	1965	+192	+157	+164	+ 90	+603	
	1966	+251	+163	+ 79	— 86	+407	10,254
	1967	+57					

Notes relating to Tables 1-4

(a) The estimates are shown to the nearest £ million, but should not be regarded as accurate to this degree.
(b) Standard Industrial Classification Orders III-XVI.
(c) S.I.C. Minimum List Headings 810, 831, 832.
(d) S.I.C. Minimum List Headings 820.
(e) S.I.C. Orders III-XVI and XX.
(f) Care should be taken in using the industry figures in Tables 2 and 3 because of the margin of error involved in the quarterly seasonal adjustments.

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Table 5 **The relationship of manufacturers' stocks to manufacturing production**

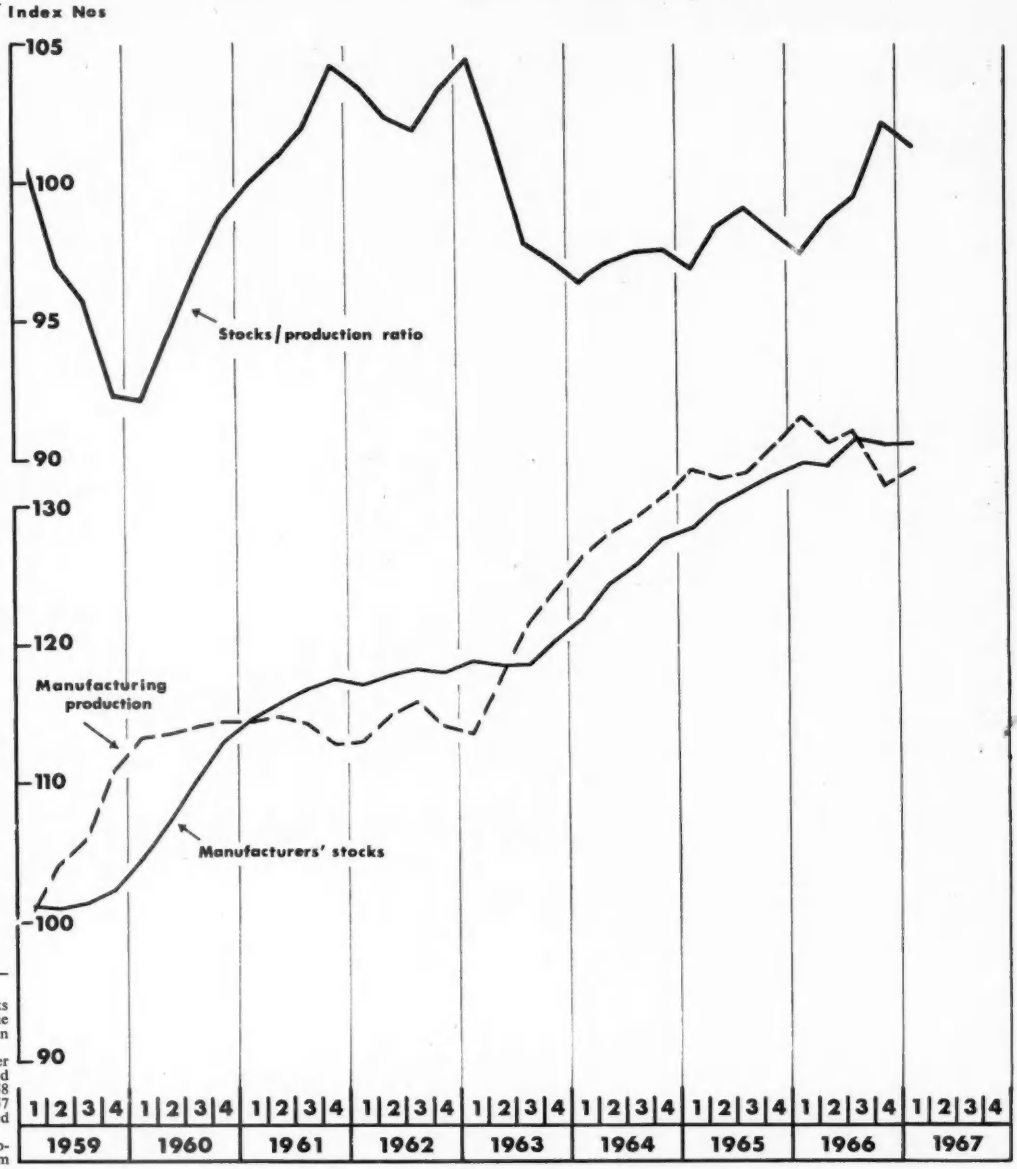
Period (quarters)		Index numbers 4th quarter 1957 = 100 seasonally adjusted (1) Stock levels (at 1958 prices)	Production (with 1958 net output weight) (2)	Ratio of stocks to production (3)
1956	1	95	99	95·6
	2	96	99	97·1
	3	97	98	98·4
	4	97	98	98·6
1957	1	99	100	98·9
	2	100	101	99·0
	3	100	102	98·1
	4	100	100	100·0
1958	1	101	101	100·1
	2	101	99	102·3
	3	101	99	102·6
	4	101	99	101·4
1959	1	101	100	100·5
	2	101	104	97·0
	3	101	106	95·7
	4	102	111	92·3
1960	1	104	113	92·0
	2	107	114	94·4
	3	110	114	96·7
	4	113	114	98·7
1961	1	114	114	100·0
	2	116	115	101·0
	3	117	114	102·1
	4	118	113	104·2
1962	1	117	113	103·5
	2	118	115	102·3
	3	118	116	101·9
	4	118	114	103·4
1963	1	119	114	104·6
	2	119	117	101·0
	3	119	121	97·7
	4	120	124	97·1
1964	1	122	126	96·4
	2	124	128	97·1
	3	126	129	97·5
	4	128	131	97·6
1965	1	128	133	96·8
	2	130	132	98·5
	3	131	133	99·1
	4	132	134	98·3
1966	1	133	137	97·5
	2	133	135	98·7
	3	135	135	99·6
	4	134	132	102·2
1967	1	135	133	101·4

Notes

(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.

(2) The index of production with 4th quarter 1957 as the base has been converted arithmetically from the official 1958 based index linked to estimates for 1957 derived from the previous index based on 1954.

(3) The index numbers of the stocks production ratios are calculated from unrounded estimates of the data in the previous two columns.



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UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for April

United Kingdom import and export unit value index numbers

TABLE 1

(1961 = 100)

	IMPORTS					EXPORTS								
								Manufactured Goods						
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other	(1) TERMS OF TRADE
Section or Division.		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights. . .	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1955 . . .	108	109	108	112	106	92	106	90	114	95	93	85	89	86
1956 . . .	110	109	111	119	107	95	112	93	113	94	99	88	92	87
1957 . . .	111	109	115	138	100	100	122	96	114	96	102	92	94	89
1958 . . .	103	104	100	120	96	99	108	97	109	96	103	95	94	96
1959 . . .	102	105	98	111	98	98	103	97	108	92	99	97	95	96
1960 . . .	102	104	101	104	101	100	102	99	104	96	101	99	97	97
1961 . . .	100	100	100	100	100	100	100	100	100	100	100	100	100	100
1962 . . .	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963 . . .	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964 . . .	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1965 . . .	107	113	102	90	109	108	104	109	104	109	113	110	108	102
1966 . . .	109	114	103	84	114	112	104	114	106	111	119	114	113	103
1964 1st quarter .	107	118	102	96	103	105	107	105	101	105	104	106	104	98
2nd quarter .	106	115	103	96	104	106	108	105	101	107	105	107	104	99
3rd quarter .	106	113	103	94	106	107	108	107	101	107	107	107	106	101
4th quarter .	107	113	103	94	108	107	106	107	102	108	110	108	105	100
1965 1st quarter .	107	115	102	93	108	108	106	108	103	109	111	109	106	100
2nd quarter .	107	114	102	92	108	108	104	109	104	110	112	109	108	101
3rd quarter .	106	112	102	90	109	109	103	110	105	108	114	110	109	102
4th quarter .	107	113	102	89	110	109	103	111	105	109	114	111	110	102
1966 1st quarter .	108	113	103	88	112	111	104	112	105	110	118	112	111	102
2nd quarter .	110	117	105	87	114	113	105	114	108	111	121	114	113	102
3rd quarter .	109	114	103	84	116	113	104	115	108	111	122	115	113	104
4th quarter .	109	114	102	83	116	113	102	115	106	111	119	116	115	104
1967 1st quarter .	108	115	100	82	116	114	102	116	106	112	119	117	116	105
1965 April . .	107	114	102	92	108	108	104	109	104	110	112	109	108	101
May . .	107	115	102	92	108	108	104	109	104	110	112	109	107	101
June . .	107	113	102	91	108	108	103	109	104	110	113	109	108	101
July . .	106	111	102	91	108	108	103	109	104	109	113	110	108	102
August . .	106	111	102	90	109	109	103	110	104	109	113	110	109	102
September .	107	112	103	90	109	109	102	110	105	108	114	110	110	102
October . .	107	112	103	89	110	109	102	110	105	109	113	111	110	102
November .	107	113	102	89	111	109	102	110	105	108	115	111	110	102
December .	107	113	103	88	110	110	103	111	105	109	114	111	111	102
1966 January . .	107	112	103	89	112	110	104	111	105	109	116	112	111	103
February .	108	113	104	89	112	111	105	112	105	110	117	112	112	102
March . .	109	115	104	88	114	112	105	113	106	111	120	113	112	102
April . .	110	116	104	88	114	112	105	113	108	110	120	113	113	102
May . .	110	118	105	87	113	112	104	114	108	111	121	114	111	102
June . .	110	117	105	85	115	113	105	114	108	112	121	114	114	103
July . .	109	113	104	84	116	113	106	115	108	111	123	115	113	104
August . .	109	113	103	84	116	113	105	115	108	111	122	115	113	104
September .	109	115	102	84	116	113	103	115	107	110	122	115	114	104
October . .	108	113	102	84	114	113	103	115	106	111	120	116	114	105
November .	109	114	101	83	117	113	102	115	107	111	118	116	115	104
December .	109	115	101	83	117	113	101	115	105	112	119	117	115	104
1967 January . .	109	115	101	83	116	114	102	116	105	111	120	117	116	105
February .	109	115	99	82	117	114	101	115	107	112	118	117	116	105
March . .	108	114	100	81	115	114	102	115	107	112	118	117	116	105
April . .	108	115	100	81	114	114	100	116	106	111	118	117	116	105

(1) Export Unit Value Index as a percentage of the Import Unit Value Index.

THE IMPORT unit value index fell slowly in the first four months of this year and over the period as a whole was about 1 per cent lower than in the second half of last year. The export value in the first four months of this year was on average about ½ per cent higher than in the second half of 1966. The terms of trade over the period January to April were one point more favourable than in the second half of last year.

The gradual decline in the import unit value index this year was partly attributable to a further, moderate fall in the unit values of basic materials and of fuels and to an easing back in the unit values of manufactured goods partly on account of lower copper prices. Against this unit values of food drink and tobacco imports were slightly higher but this was to some extent seasonal.

The slight rise in the export unit value index this year was attributable in the main to small increases in the unit values of machinery and transport equipment and of textiles. There was however some easing back in the unit values of chemicals and metals (although the unit value of metals is now showing signs of levelling out) and the unit value of non-manufactured goods continued to fall.

Trends in the volume of trade will be discussed in the quarterly articles which analyse United Kingdom trade in more detail than in the monthly commentaries.

Note:

This series of index numbers based on 1961=100 was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion of trade in diamonds and precious stones in the United Kingdom import and export statistics.

United Kingdom import and export volume index numbers (unadjusted)

TABLE 2 (1961 = 100)

	IMPORTS					EXPORTS							
								Manufactured Goods					
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1955	80	88	102	75	62	87	85	85	65	135	86	82	87
1956	80	90	99	71	62	91	89	91	69	129	97	89	87
1957	83	93	103	70	66	93	88	93	74	128	100	91	87
1958	84	98	92	76	67	89	88	89	71	109	93	90	84
1959	90	98	98	88	76	93	90	92	81	109	99	92	89
1960	101	100	107	96	100	97	92	97	93	109	98	97	93
1961	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	103	104	96	112	103	102	110	101	107	99	100	100	102
1963	107	102	101	119	112	108	120	106	113	101	100	107	110
1964	119	104	108	128	136	111	115	111	126	105	102	107	123
1965	120	102	107	140	137	117	121	117	131	104	109	114	128
1966	123	101	102	154	146	121	128	120	139	97	104	120	134
1965 1st quarter	116	96	107	147	128	112	111	112	129	103	101	110	123
2nd quarter	121	101	109	131	142	119	117	120	134	105	115	118	131
3rd quarter	120	104	109	133	137	113	121	112	127	104	106	108	122
4th quarter	123	109	106	146	141	124	134	122	132	104	113	120	138
1966 1st quarter	128	105	105	155	154	123	130	123	134	98	102	125	139
2nd quarter	123	98	98	151	152	116	121	116	131	91	100	118	123
3rd quarter	124	101	109	155	145	115	116	115	134	94	96	114	135
4th quarter	118	102	97	161	133	131	146	129	155	105	118	125	143
1967 1st quarter	134	106	98	180	167	128	135	127	155	101	113	124	143
1966 April	122	97	95	156	152	111	115	111	122	92	97	110	130
May	125	100	97	159	156	127	133	128	148	96	110	136	117
June	121	98	103	138	149	108	113	108	124	86	94	108	121
July	127	100	109	151	157	113	108	114	124	98	98	113	133
August	122	101	114	155	136	116	107	117	136	97	91	117	138
September	122	101	104	158	142	117	132	115	143	88	100	111	135
October	118	103	100	150	134	127	133	127	148	104	115	119	159
November	111	105	100	164	108	142	160	140	168	116	127	137	155
December	125	97	93	169	157	124	145	119	148	94	114	119	116
1967 January	144	107	111	192	181	129	133	129	159	106	114	127	140
February	122	103	85	172	146	146	147	125	156	99	109	122	140
March	135	108	99	177	173	128	124	128	150	98	116	125	149
April	132	102	94	171	175	125	129	126	164	96	114	122	140

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United Kingdom import and export volume index numbers (seasonally adjusted)

TABLE 3 (1961 = 100)

	IMPORTS							EXPORTS							
						Manufactured Goods				Manufactured Goods					
	Total	Total excl. US military aircraft, etc.	Food, Beverages and Tobacco	Basic Materials	Fuels	Total	Excl. US military aircraft, etc.	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division			0 and 1	2 and 4	3	5 to 8			0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000		327	222	106	337		1,000	125	843	86	65	123	428	141
1965 1st quarter	*114*		*93*	*108*	*144*	*125*		*116*	*116*	*115*	*131*	*104*	*105*	*111*	*132*
2nd quarter	*120*		*101*	*109*	*139*	*139*		*113*	*115*	*113*	*128*	*102*	*108*	*108*	*129*
3rd quarter	*122*		*108*	*108*	*131*	*142*		*118*	*126*	*117*	*131*	*106*	*112*	*115*	*122*
4th quarter	*122*		*106*	*104*	*146*	*141*		*121*	*126*	*121*	*132*	*103*	*110*	*122*	*131*
1966 1st quarter	*126*		*103*	*105*	*153*	*149*		*121*	*132*	*121*	*132*	*96*	*103*	*121*	*141*
2nd quarter	*121*		*98*	*98*	*149*	*149*		*114*	*124*	*113*	*131*	*92*	*98*	*113*	*126*
3rd quarter	*126*		*104*	*108*	*153*	*151*		*122*	*122*	*121*	*139*	*97*	*104*	*122*	*135*
4th quarter	*117*	*117*	*99*	*96*	*161*	*135*	*134*	*127*	*134*	*126*	*153*	*102*	*113*	*125*	*133*
1967 1st quarter	*130*	*130*	*105*	*98*	*177*	*158*	*157*	*130*	*141*	*128*	*155*	*104*	*117*	*123*	*150*
1966 April	*123*		*97*	*99*	*155*	*153*		*120*	*132*	*119*	*133*	*99*	*103*	*116*	*145*
May	*127*		*102*	*102*	*160*	*155*		*122*	*132*	*121*	*141*	*94*	*104*	*127*	*119*
June	*114*		*94*	*94*	*133*	*140*		*100*	*109*	*99*	*118*	*83*	*88*	*96*	*115*
July	*129*		*103*	*109*	*153*	*158*		*116*	*121*	*115*	*128*	*99*	*101*	*113*	*131*
August	*129*		*110*	*112*	*157*	*151*		*126*	*116*	*127*	*146*	*101*	*103*	*130*	*140*
September	*121*		*100*	*103*	*150*	*143*		*124*	*128*	*122*	*144*	*92*	*107*	*122*	*135*
October	*118*	*118*	*101*	*101*	*155*	*133*	*132*	*128*	*125*	*128*	*150*	*105*	*114*	*124*	*149*
November	*107*	*107*	*99*	*97*	*159*	*107*	*106*	*131*	*138*	*130*	*159*	*106*	*114*	*129*	*138*
December	*126*	*125*	*98*	*91*	*168*	*164*	*163*	*121*	*139*	*119*	*150*	*94*	*111*	*121*	*113*
1967 January	*134*	*134*	*104*	*103*	*183*	*165*	*165*	*136*	*144*	*134*	*164*	*114*	*122*	*127*	*156*
February	*131*	*130*	*111*	*96*	*181*	*153*	*153*	*131*	*154*	*129*	*160*	*104*	*116*	*125*	*147*
March	*125*	*125*	*100*	*96*	*166*	*154*	*153*	*122*	*124*	*122*	*139*	*94*	*114*	*116*	*147*
April	*138*	*136*	*109*	*102*	*172*	*178*	*173*	*127*	*136*	*127*	*162*	*97*	*113*	*122*	*147*

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts, 1960 and 1964 during the week ended Friday, June 2, 1967.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Flash the Sheepdog	Br/E 32357	58	May 30	Children's Film Foundation Ltd.	International Film Associates (Scotland), Ltd. for Children's Film Foundation Ltd.
Look at Life Series 34:					
Booming Good Wishes	Br/E 32358	10	May 31	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Hidden Treasure	Br/E 32359	10	May 31	" "	" "
Mini Weekend	Br/E 32361	79	June 1	Tigon Pictures Ltd.	Global Films Ltd. and Tigon Pictures Ltd.
Pathe Pictorial Series 638/650:					
Pathe Pictorial No. 650	Br/E 32364	8	June 2	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Sunday Thoughts Series 15:					
No. 1. Shadow of the Past	Br/E 32365	4	June 2	Rank Film Distributors Ltd.	Religious Films Ltd.
No. 2. The Prescription	Br/E 32366	3	June 2	" "	" "
No. 3. Bits and Pieces	Br/E 32367	3	June 2	" "	" "
Movietone News 1981	Br/E 31906	9	June 2	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1981A	Br/E 31907	8	June 2	" "	" "
Pathe News 67-43	Br/E 31972	7	June 2	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 67-44	Br/E 31973	10	June 2	" "	" "
			FOREIGN		
Curse of the Dead	F 32356	83	May 30	Miracle Films Ltd.	Rofilm, Rome.
Montreal on a Summer Day	F 32360	12	June 1	Columbia Pictures Corp. Ltd.	Office du Film de Quebec.
The Way West	F 32362	122	June 2	United Artists Corp. Ltd.	Harold Hecht Co.
You're a Big Boy Now	F 32363	97	June 2	Warner-Pathe Distributors Ltd.	Seven Arts Associated Corp.

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Operating and traffic statistics of the United Kingdom airways corporations and private companies

THE NUMBER of passengers carried by United Kingdom airlines in February was 7 per cent more than in February 1966; this was slightly higher than the increase in capacity offered. During recent months the increases in passenger traffic, compared with a year earlier, have been declining.

The increase in passengers carried in February by the Corporations was less than half the average for United Kingdom operators as a whole: for BOAC it was 3 per cent, for BEA 4 per cent. Increases in seating capacity offered by these two airlines were 2 per cent by BOAC and 13 per cent by BEA. On BOAC's Western routes there was a small reduction in passenger traffic but an 8 per cent increase on Eastern routes. BEA's international passenger traffic in February was 7 per cent more than in February 1966, but there was little change on domestic services.

Passengers carried by private companies increased by 24 per cent over the February 1966 traffic and exceeded the additional capacity offered by 3 per cent.

Cargo carried by United Kingdom airlines was 3 per cent less than in February 1966. Increases of 20 per cent and 5 per cent in the freight business of BOAC and BEA were less than in recent months. Cargo carried by private companies was 16 per cent less than in February 1966.

	TOTAL		BOAC		BEA		PRIVATE COMPANIES	
	Feb. 1967 (1)	% change on Feb. 1966	Feb. 1967 (1)	% change on Feb. 1966	Feb. 1967	% change on Feb. 1966	Feb. 1967	% change on Feb. 1966
Scheduled Services:								
Aircraft miles flown (000)	9,361	+ 7·7	4,632	+ 2·4	3,291	+17·2	1,438	+ 5·7
Passengers carried (No.)	587,837	+ 7·0	88,928	+ 3·1	386,599	+ 3·8	112,310	+24·0
Passenger miles (000)	439,753	+ 5·4	275,347	+ 4·3	132,137	+ 7·3	32,269	+20·3
Available seat miles (000)	892,969	+ 6·6	552,320	+ 2·0	257,336	+13·1	83,313	+20·8
Passenger load factor %	49·2	49·8(2)	49·9	48·8(2)	51·3	54·1(2)	43·5	43·7(2)
Freight carried (short tons)	20,036	— 3·0	3,344	+19·5	8,638	+ 4·9	8,054	—16·2
Mail carried (short tons)	1,742	— 0·9	543	+ 9·0	1,142	— 3·7	57	—21·9
Load short ton miles (000)	64,818	+ 7·4	43,100	+ 8·3	15,989	+ 6·2	5,729	+ 4·1
Capacity short ton miles (000)	139,770	+ 8·6	97,136	+ 6·6	31,137	+14·6	11,497	+10·6
Overall load factor %	46·4	46·9(2)	44·4	43·7(2)	51·4	55·4(2)	49·8	52·9(2)
Non-scheduled Services:								
Aircraft miles flown (000)	2,454	—11·5	190	+18·8	142	—20·7	2,122	—12·9
Capacity short ton miles (000)	28,015	—10·3	3,178	+14·6	1,446	—19·1	23,391	—12·4

(1) January 29-February 25, 1967, for BOAC.
(2) 1966 actual load factors.

Aircraft noise at Heathrow Airport—London 1st Quarter 1967

MONITORING OF THE noise of departing turbo-jet-engined aircraft and of the height of arriving aircraft continued during the first quarter of 1967. The results are set out below together with comparable figures for previous years.

Departing aircraft

11,724 jet aircraft departures were monitored by the Board's Noise Monitoring Unit during the quarter. Of these, 0.4 per cent exceeded the permitted daytime limit of 110 perceived noise decibels. 581 jet aircraft night departures were monitored, and of these 1.0 per cent exceeded the permitted noise level of 102 perceived noise decibels.

Comparable figures for similar quarters in previous years are given in the following table:

Year	Day Departures Monitored	Infringements	Night Departures Monitored	Infringements
1st quarter 1961	2,022	17·5	130	39·0
1962	3,916	2·5	178	7·9
1963	4,940	0·3	204	1·9
1964	6,817	1·5	322	4·3
1965	6,791	0·7	347	1·2
1966	9,134	0·9	538	3·7
1967	11,724	0·4	581	1·0

Arriving aircraft

During the same quarter 1,421 aircraft were monitored by radar during their approach to land in order to check their adherence to the correct approach angle of 3°; only 0.4 per cent came below this angle.

Comparable figures for the same quarter in earlier years are shown below:

Year	No. of Approaching Aircraft Monitored	Percentage Infringements
1st quarter 1962 (2 months)	1,038	1·0
1963	1,122	1·6
1964	1,576	1·0
1965	1,068	0·4
1966	1,120	0·8
1967	1,421	0·4

New companies registered

BELOW ARE details of new companies registered in Great Britain during April 1967 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000	—	1,859	1,859
£1,000 and under £10,000	—	573	573
£10,000 and under £50,000	—	75	75
£50,000 and under £100,000	—	7	7
£100,000 and under £1,000,000	—	2	2
£1,000,000 and above	—	—	—
Total number	—	2,516	2,516
Total amount of Nominal Capital	'000's £—	'000's £3,101	'000's £3,101

Companies registered in Great Britain in 1966 and 1967

	1966		1967	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	2,252	4,987	2,085	3,279
February	2,430	6,800	2,293	4,696
March	3,480	9,437	3,155	6,127
April	2,375	8,044	2,516	3,101
May	2,304	3,960		
June	2,211	5,168		
July	2,019	5,314		
August	2,246	8,531		
September	2,096	6,613		
October	2,075	3,911		
November	2,256	4,374		
December	2,015	4,264		
Total	27,759	71,403		

Gold reserves in May

BEFORE ALLOWING for repayments to the International Monetary Fund and to Switzerland, the gold and convertible currency reserves increased by £12 million in May. The Fund and Swiss repayments totalled £173 million. The net result was a fall in reserves of £161 million to a level of £1,055 million at the end of the month.

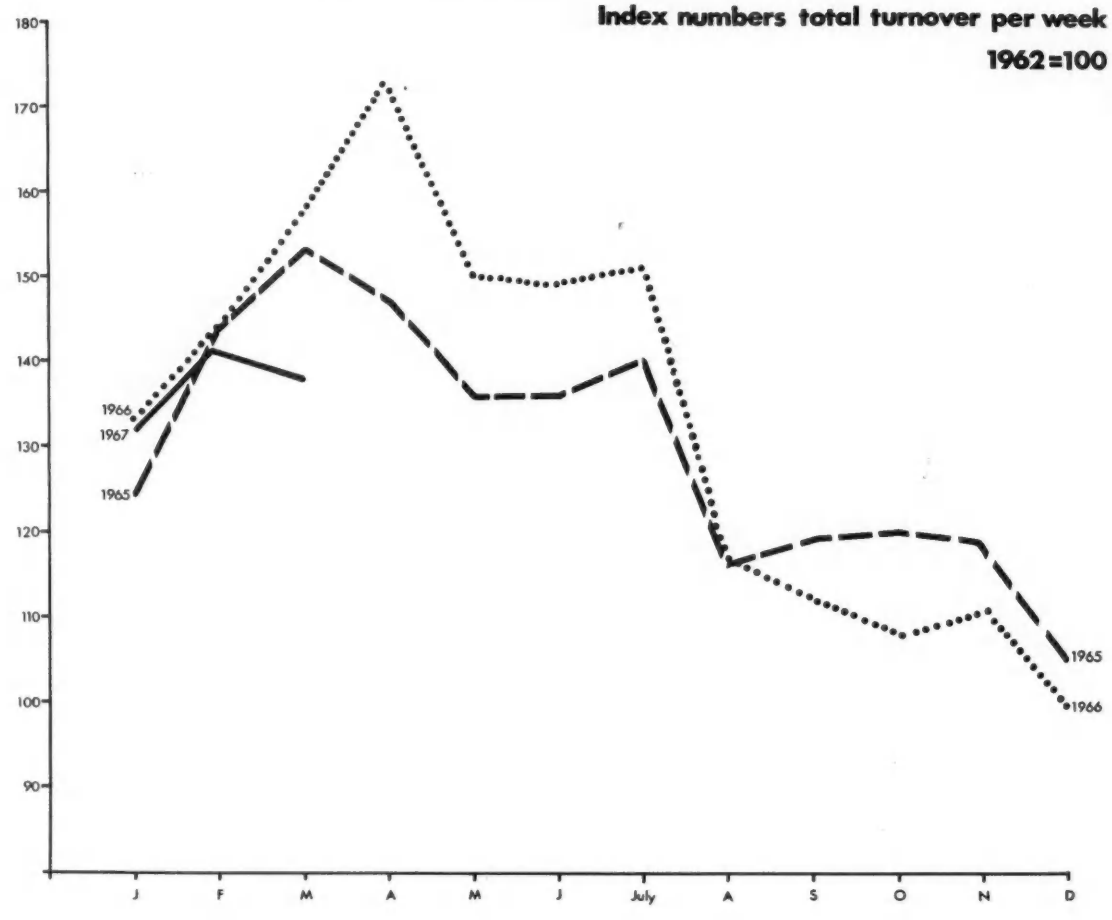
Turnover of the motor trades in March

THE TOTAL TURNOVER of the motor trades in March was 13 per cent lower than in March 1966. This fall, compared with a year earlier, is considerably greater than any recorded during the last 12 months, but trading in March last year was moving up to the peak recorded in April, which included some pre-Budget buying; in addition the comparison may be affected by the Easter holiday this year being within the March period, whereas last year it was in the April period.

Sales of new vehicles during the month were 25 per cent below the level of March 1966, and sales of second-hand vehicles were 12 per cent lower. In the first quarter of 1967 sales of new vehicles were 16 per cent lower than in the first quarter of 1966, a smaller decrease on the year earlier level than was recorded in the last quarter of 1966. Sales of second-hand motor vehicles were 8 per cent below the level of the first quarter of 1966, the same decrease on the year earlier level as in the end quarter of last year.

Sales of petrol and oil and receipts from repairs and servicing were only 2 per cent higher than in March 1966. These sales have been showing an increase on a year earlier, averaging 8 per cent for some time past. In addition to the effect of the reduction in petrol prices which were first announced at the beginning of the month, the smallness of the increase for March may reflect the position of the Easter holiday; compared with March 1966 receipts from repairs and services and sales of petrol to business and commercial users may have been reduced because of the holiday period, a reduction not counter-balanced by extra sales of petrol to private motorists for holiday motoring.

TURNOVER IN THE MOTOR TRADES



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Index numbers of turnover per week and percentage changes on a year earlier (a)

1962 = 100

Kind of business (Turnover in 1962 £ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL TURNOVER (£2,979 million)	1964	127	128	141	125	114	116	132	134	147	138	139	134	120	122	118	127	100
	1965	130	141	140	125	114	124	144	153	147	136	136	140	116	119	120	119	105
	1966	133	146	157	125	106	133	144	158	173	150	149	151	116	112	108	111	99
	1967	137(*b*)	137				132	141	138									
	1966	+3	+3	+12	Nil	—7	+7	Nil	+3	+17	+10	+10	+8	Nil	—6	—10	—7	—5
	1967	—6(*c*)	—6				—1	—2	—13									
ANALYSIS OF TURNOVER:																		
Sales of new motor vehicles (£1,119 million)	1964	143	154	167	132	118	136	158	166	185	157	160	148	122	128	123	142	95
	1965	138	172	151	122	109	144	176	192	165	142	147	149	105	113	116	117	96
	1966	136	173	178	112	80	155	166	192	227	160	154	163	92	87	82	88	72
	1967	145(*b*)	145				139	150	145									
	1966	—2	Nil	+18	—8	—26	+7	—6	Nil	+38	+12	+4	+9	—12	—23	—29	—25	—24
	1967	—16(*c*)	—16				—10	—10	—25									
Sales of secondhand motor vehicles (£568 million)	1964	120	124	142	118	96	104	135	132	145	146	136	130	114	113	105	111	75
	1965	119	132	142	110	93	107	138	148	162	142	126	127	104	102	105	98	79
	1966	119	135	153	103	85	111	138	151	158	154	148	129	94	91	89	92	76
	1967	124(*b*)	124				105	134	133									
	1966	Nil	+2	+8	—6	—8	+4	Nil	+2	—3	+9	+17	+1	—10	—10	—16	—6	—3
	1967	—8(*c*)	—8				—6	—3	—12									
All other sales and receipts (£1,292 million)	1964	116	106	118	122	118	104	109	106	114	118	122	124	121	121	119	120	115
	1965	127	118	129	133	128	115	119	121	126	129	131	137	130	132	131	131	124
	1966	138	128	140	146	137	124	126	132	133	141	146	151	146	143	139	140	133
	1967	136(*b*)	136				138	137	134									
	1966	+8	+8	+9	+10	+7	+8	+6	+9	+5	+9	+11	+10	+12	+8	+6	+7	+7
	1967	+6(*c*)	+6				+11	+8	+2									

(a) The periods covered by the index numbers consist of either four or five weeks each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by March 1967 turnover was the five weeks from February 26, 1967, to April 1, 1967; the corresponding period in 1966 was from February 27, 1966, to April 2, 1966.
(b) Index numbers for period January to March 1967.
(c) Percentage change for period January to March 1967 compared with corresponding period of 1966.

Retailers' stocks in April

THE VALUE of stocks held by retailers at the end of April was 4 per cent higher than at the corresponding date in 1966, the same increase as that shown in the first two months of this year.

In volume terms, retailers' stocks were 1 per cent higher at the end of April than a year earlier. This is again a return to the level of increase shown in January and February of this year.

Estimate of changes in retailers' stocks

(At cost at end of month.) Index numbers (end 1960 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices												
1960. . .	94	99	102	103	105	104	99	98	102	109	113	100
1961. . .	98	102	107	109	110	111	108	107	110	117	122	106
1962. . .	103	106	112	113	116	112	110	110	112	121	127	111
1963. . .	106	109	116	117	119	116	113	113	114	125	134	117
1964. . .	115	117	123	125	125	124	118	122	125	133	143	126
1965. . .	121	124	133	134	136	133	128	132	133	141	151	133
1966. . .	128	131	141	140	144	143	135	141	141	150	160	137
1967. . .	133	136	144	145								
1966. . .	+6	+6	+6	+4	+6	+8	+6	+7	+6	+6	+6	+3
1967. . .	+4	+4	+2	+4								
(b) At constant (Dec. 1960) prices												
1960. . .	95	100	103	105	106	105	100	99	102	109	113	100
1961. . .	98	102	106	107	109	109	106	104	107	113	118	103
1962. . .	100	102	108	109	110	107	105	104	106	114	120	104
1963. . .	100	103	110	110	112	110	107	106	108	118	126	110
1964. . .	108	109	114	116	115	114	109	113	115	122	130	115
1965. . .	110	112	121	121	122	119	115	119	119	126	135	119
1966. . .	115	117	126	124	128	127	119	123	124	131	140	120
1967. . .	116	118	125	126								
1966. . .	+5	+4	+4	+3	+5	+6	+4	+4	+4	+4	+3	+1
1967. . .	+1	+1	Nil	+1								

Note: Retailers' stocks at end December 1960 were £993 million at current prices.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

Production of man-made fibres in April

TOTAL PRODUCTION by weight of man-made fibres in April was 4 per cent more than in April 1966. Within the total, output of continuous filament was 3 per cent less and staple fibre 11 per cent more.

Man-made fibre production

(million lb. 'delivered weight' basis)

	Continuous filament (singles)	Staple fibre	Total
1963 (quarterly average)	82·6	97·2	179·8
1964 (quarterly average)	94·5	111·8	206·3
1965 (quarterly average)	99·1	116·4	215·5
1966 (quarterly average)	102·8	117·6	220·4
1965 4th quarter	98·8	116·2	215·0
1966 1st quarter	108·1	120·5	228·6
1966 4th quarter	94·6	120·7	215·2
1967 1st quarter	106·6	130·6	237·1
1966 February	34·4	37·9	72·3
March	39·7	44·8	84·5
April	36·2	39·1	75·3
1967 February	34·1	41·8	75·9
March	37·7	45·1	82·8
April	35·0	43·6	78·6

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EFTA trade in the first quarter, 1967

ACCORDING TO FIGURES released by the EFTA Secretariat in Geneva, total EFTA imports in the first three months of 1967 were equivalent to $9,333 million, about 5 per cent higher than in the same quarter of the previous year, while exports, at $7,602 million, showed a rise of 5½ per cent. Seasonally adjusted data indicate that between the last quarter of 1966 and the first quarter of 1967 total EFTA imports rose by 0.6 per cent, while exports increased by 2.1 per cent.

These are the first figures to become available for a period after December 31, 1966, the date on which trade in industrial goods within EFTA became virtually free from all protective tariffs and quota restrictions. They show that during the first quarter of 1967, trade between the eight EFTA countries again increased substantially more than their trade with the world as a whole: at $1,972 million, it was 10.4 per cent higher than in the first quarter 1966, and on a seasonally adjusted basis showed an increase of 4.7 per cent from the last quarter of 1966 to the first quarter of 1967.

Trade between EFTA countries

All EFTA countries increased their imports from their Association partners more than their total imports. However, Sweden's imports from EFTA stagnated, as did her total imports, mainly due to the overall slackening in Swedish home demand.

Comparing the first quarter of 1967 with the same period in 1966, all EFTA countries, except the United Kingdom, increased their exports to the rest of EFTA more than their total exports. Even in the case of the United Kingdom the difference is only marginal, total British exports rising by 4.8 per cent, while exports to EFTA were up by 4.4 per cent.

The 10.4 per cent overall rise in intra-EFTA exports in the first quarter of 1967, compared with a year earlier, is above the rise of 9.4 per cent recorded for 1966 as a whole, and only slightly below the annual average rise of 11.4 per cent from 1959 to 1966. Taking account of the trend indicated by the seasonally adjusted figures, a substantial increase in intra-EFTA trade can be forecast for the current year.

EFTA – EEC Trade

EFTA imports from the European Economic Community have slowed down further in the first quarter of 1967. At $2,795 million, they were only 2.4 per cent higher than a year earlier; this compares with a rise of 5.7 per cent in 1966 and an annual average increase of 9.4 per cent from 1959 to 1966. All EFTA countries increased their intra-EFTA imports substantially more than their imports from the EEC, Sweden in fact recording a fall in its imports from the Community.

Largely as a result of falling demand in Germany, EFTA exports to the EEC showed, at $1,858 million, a reduction of 4.2 per cent compared with the same quarter 1966. On a seasonally adjusted basis these exports remained roughly unchanged between the last quarter 1966 and the first quarter 1967.

These figures show a substantial deterioration in the sales of EFTA countries to the EEC, when compared with the increase of 4.4 per cent in 1966 and an annual average rise of 9.2 per cent from 1959 to 1966. Only Finland, Portugal and Switzerland increased their exports to the EEC in the first quarter 1967, and even British exports to the Community recorded a fall in contrast to the experience in previous years.

EFTA trade with the United States

Total EFTA imports from the United States have once again declined, while exports to the United States have increased further. At $890 million, imports were 4.1 per cent lower than in the first quarter 1966, with all EFTA countries, except Portugal, contributing to the decline. Exports to the United States, at $727 million, were 5.8 per cent higher than a year earlier; however, Sweden, Switzerland and the United Kingdom were entirely responsible for the increase, as all the other EFTA countries showed a fall in their exports to the United States.

EFTA trade with the rest of the world

EFTA trade with the rest of the world has continued to follow the recent trend, with exports rising substantially more than imports. Total imports were $3,496 million, 4.9 per cent higher than a year earlier. The United Kingdom, which accounts for more than two-thirds of imports from this group of countries, showed a rise of 4.3 per cent, while imports by Austria, Denmark, Portugal and Sweden declined.

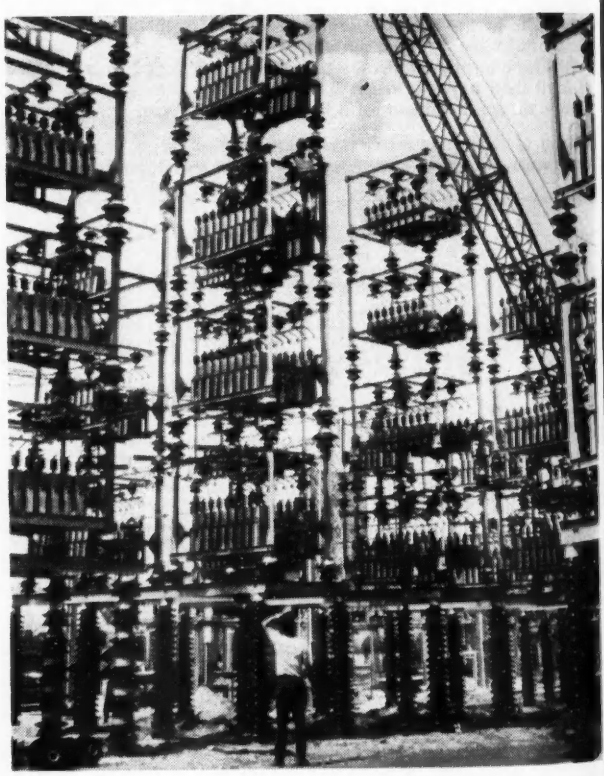
EFTA exports to the rest of the world, at $3,045 million, were 9.1 per cent higher than in the first quarter of 1966. The United Kingdom, with an increase of 8.5 per cent, was mainly responsible for this development, since it accounts for about 70 per cent of these exports. The largest percentage increases were recorded by Finland and Austria, while Norway and Portugal experienced a fall in their exports to the rest of the world.

British film fund agency

THE BRITISH FILM FUND AGENCY has published the following information for the five weeks ended April 29, 1967:

Distributors' earnings submitted:		
High cost films	£792,028	
Low cost films:		
Eligible (after multiplying by 2½)	£9,700	
Not eligible for 2½ times rental	£1,920	
		£803,648
Films of less than 3,000 ft. (after multiplying by 2½)		£56,634
		£860,282
Levy collections paid to Agency by HM Customs and Excise to May 15, 1967, together with an estimate of collections approximately covering entertainments for five weeks ended April 29, 1967		£533,900

The sixth interim allocation for the tenth distribution period will be at the rate of 56 per cent.



Positioning BICC power capacitors in the 230 kV capacitor bank for the a.c. filter circuit at the high voltage d.c. converter station at Codrongianos, Sardinia. The station is one of two which English Electric supplied to Ente Nazionale per l'Energia Elettrica for the HV link between the Italian EHV system at San Dalmazio – site of the other station – and Sardinia. BIC Construction Co. supervised the capacitor installation.

Retail sales in April 1967

RETAIL SALES in the three months ended April 1967, by volume and after seasonal adjustment, were slightly greater than in the immediately preceding period of three months, i.e. November, December and January, thus suggesting that the recovery to a higher level of business, first noted when the January figures became available, was being maintained. The seasonally adjusted volume index for April itself was 109, a point lower than the index for March but the uncertainty of allowing for the effect of Easter on retail sales makes it difficult to attach any significance to this downward movement. Taking March and April together, to even out any Easter effect, gives an index number of the volume of sales only marginally higher than those for January and February.

For food shops, although the monthly index numbers have tended to be somewhat irregular, the underlying trend of sales, by volume and seasonally adjusted, appears to have been fairly steady (at a level of 106 in terms of the seasonally adjusted volume index).

Sales of non-food shops in the three months ended April, by volume and after allowance for seasonal factors, were about 1 per cent higher than in the immediately preceding period of three months, a smaller rise for the three months comparison than has been recorded recently. The seasonally adjusted volume index after being steady at 112 during the first quarter of the year dropped to 111 in April though the significance of this fall is uncertain bearing in mind irregularities in month-to-month movements in these series.

(*Text continued on page* 1496)

Table 1. Retail sales seasonally adjusted (a)

Index numbers of value of sales per week.
(i) At current prices. 1961 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (b)
1966 1st quarter	124	122	127	120	122	131
2nd quarter	126	124	126	119	123	131
3rd quarter	125	125	126	120	120	131
4th quarter	126	126	125	120	118	131
1967 1st quarter	128	126	129	122	120	135
1966 March	125	122	128	122	121	134
April	125	124	126	117	124	131
May	127	125	127	119	123	133
June	125	123	126	120	121	130
July	126	124	128	121	126	132
August	126	125	128	123	118	134
September	124	125	123	117	116	128
October	125	125	124	116	119	132
November	126	126	126	123	117	131
December	126	128	125	120	117	131
1967 January	127	125	128	123	123	133
February	127	126	128	121	121	135
March	128	128	129	123	116	136
April	126	126	126	114	124	133

(ii) At average 1961 prices.

	All kinds of business	Food shops	Non-food shops
1966 1st quarter	110	105	114
2nd quarter	110	106	113
3rd quarter	109	106	111
4th quarter	109	106	110
1967 1st quarter	109	106	112
1966 March	110	106	115
April	110	107	113
May	111	107	114
June	109	105	113
July	110	106	113
August	109	106	113
September	107	106	109
October	108	106	109
November	109	106	111
December	109	107	110
1967 January	109	105	112
February	109	106	112
March	110	107	112
April	109	106	111

(a) All the series in this table are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.
(b) Including department stores and mail order businesses.

The Banner Lane Works of Wickman Machine Tool Sales Ltd. at Coventry and Wickman Scrivener Ltd. at Birmingham, were visited recently by a Russian trade delegation headed by Mr. G. G. Ignatiev, vice-president of Stankoimport, an organization which handles the import of machine tools into the USSR. The photograph shows Mr. Ignatiev (second from left) and Mr. S. M. Nesvit, vice-president, Stankoimport (extreme right) and Mr. B. Heaven (centre), director and general manager, and Mr. A. Atkinson, chief sales engineer, of Wickman Scrivener Ltd., examining an automatic closing device for the centreless grinding of ball pins.

Table 2. Analysis by form of organization

April – Index numbers of values of sales per week, and percentage changes on a year earlier (a) 1961 = 100

	Total all retailers		Independent retailers		Multiple retailers		Co-operative societies	
		%		%		%		%
ALL KINDS OF BUSINESS	122	+1	116	Nil	139	+3	103	—3
FOOD SHOPS: (h)	127	+2	120	+1	159	+5	104	—2
Grocers	128	+2(f)	118	+1	171	+7	101	—3(f)
Butchers	118	+2	..	..	..	..	..	..
Greengrocers, fruiterers	116	—2	118	—2	121	—1	93	—6
Fishmongers, poulterers	120	—6	..	..	..	..	..	..
Bread and flour confectioners	139	+2(g)	134	+2	147	+2	..	..
Off-licences	126	—1	119	—1	132	Nil	..	..
Dairymen	139	+6	..	..	..	..	127	+5
NON-FOOD SHOPS:	119	Nil	..	..	..	..	..	..
Clothing and footwear shops	109	—3	103	—4	117	—1	91	—8
Footwear shops	108	—6	117	—5	107	—6	92	—9
Men's and boys' wear shops	109	—4	98	—7	124	—1	81	—13
Women's, girls' and infants' wear, drapery and general clothing shops	108	—2	102	—2	119	Nil	93	—7
Large (c)	—		117	+1	—		—	
Medium (c)	—		109	—1	—		—	
Small (c)	—		96	—4	—		—	
Durable goods shops	114	Nil	102	—3	139	+6	101	—9
Furniture shops	104	—3	104	—2	104	—9	—	
Large (c)	—		102	—3	—		—	
Medium and small (c)	—		105	—2	—		—	
Other durable goods shops	125	+4	100	—4	153	+11	—	
Radio and electrical goods, etc., shops (e)	116	+1	100	—4	150	+9	—	
of which								
Rental specialists	..		..		183	+8	—	
Electricity showrooms	125	+19	—		125	+19	—	
Gas showrooms	194	+9	—		194	+9	—	
Miscellaneous non-food shops (b)	122	Nil	..		..		..	
Confectioners, tobacconists, newsagents	127	—1	125	—1	146	—3	—	
Booksellers, stationers	..		130	+5	..		—	
Chemists, photographic goods dealers (d)	112	—1	106	—2	122	+2	104	—6
Jewellers	103	—1	104	—2	103	+3	—	
Leather goods, sports goods, toys and fancy goods shops	106	—4	..		..		—	
Ironmongers and hardware shops	121	+2	124	+2	103	+3	—	
Other miscellaneous non-food shops	—		130	+5	—		—	
Department stores	111	—1	—		—		—	
Mail order businesses	185	+14	—		—		—	

Table 3. Index numbers of sales per week, and percentage changes on a year earlier (a)

(i) Analysis by broad groups: value and volume

1961 = 100

(Sales in 1961 £ million)	All kinds of business (£9,140)				Food shops (h) (£4,154)				Non-food shops: Total (£4,986)				Clothing and footwear shops (£1,384)		Durable goods shops (£956)		Miscellaneous non-food shops (b) (£1,962)		Department stores (£457)		Mail order businesses (£227)	
	Value		Volume*		Value		Volume*		Value		Volume*											
1964 Year	113	+5	106	+2	112	+5	103	+1	114	+6	108	+4	110	+4	116	+7	114	+6	113	+5	142	+17
1965 Year	120	+6	108	+2	119	+6	104	+1	122	+6	111	+3	117	+6	121	+4	122	+7	118	+4	165	+16
1966 Year	125	+4	109	+1	124	+5	106	+2	126	+3	112	+1	120	+2	120	—1	128	+5	120	+2	184	+11
1965 2nd quarter	116	+6	104	+2	117	+5	102	+1	116	+6	105	+2	115	+6	112	+4	115	+7	108	+3	154	+11
3rd quarter	117	+6	105	+2	117	+5	102	+1	118	+6	107	+3	112	+7	118	+3	120	+6	113	+5	148	+20
4th quarter	139	+6	124	+2	127	+6	110	+2	148	+5	134	+2	146	+4	140	+3	145	+6	151	+3	219	+13
1966 1st quarter	115	+5	102	+2	120	+5	104	+2	111	+5	100	+3	99	+4	116	+1	113	+7	105	+5	162	+16
2nd quarter	122	+5	106	+2	123	+6	105	+2	121	+4	108	+2	118	+3	114	+2	122	+6	111	+3	176	+14
3rd quarter	122	+3	106	+1	122	+4	103	+2	121	+3	107	Nil	114	+1	117	—1	126	+5	114	+1	160	+ 8
4th quarter	142	+3	123	Nil	132	+4	112	+1	150	+2	132	—2	148	+2	135	—4	150	+3	150	Nil	237	+ 8
1967 1st quarter	118	+3	101	Nil	124	+4	104	+1	113	+2	99	—1	101	+2	114	—2	116	+3	105	+1	170	+ 5
1967 February	115	+3	99	Nil	124	+4	104	+1	108	+3	94	Nil	90	+3	112	Nil	113	+3	91	+2	180	+12
March	121	+2	104	Nil	126	+4	106	+1	116	+1	102	—2	104	+1	109	—3	123	+4	105	Nil	191	— 5
April	122	+1	105	—1	127	+2	106	—1	119	Nil	104	—2	109	—3	114	Nil	122	Nil	111	—1	185	+14
1967 Year to date†	+2		—1		+3		Nil		+1		—1		+1		—1		+2		Nil		+7	

(ii) Analysis by kind of business: value only.

(Sales in 1961 £ million)	Food shops: Grocers (f) (£2,397)		Butchers (£637)		Greengrocers, fruiterers (£323)		Fishmongers, poulterers (£81)		Bread and flour confectioners (g) (£191)		Off-licences (£139)		Dairymen (£367)		Clothing and footwear shops: Footwear shops (£229)		Men's and boys' wear shops (£281)		Women's wear shops (£874)	
1964 Year	112	+4	109	+6	103	+3	115	+7	119	+6	123	+8	118	+7	109	+3	111	+4	111	+4
1965 Year	119	+6	113	+4	107	+4	120	+4	126	+6	135	+10	127	+7	114	+5	117	+5	118	+6
1966 Year	125	+5	116	+3	113	+6	120	+1	132	+4	146	+ 8	132	+5	117	+2	120	+3	120	+2
1965 2nd quarter	117	+6	109	+5	119	+4	121	+6	126	+7	110	+10	124	+4	120	+4	114	+5	114	+6
3rd quarter	117	+5	109	+4	109	+4	117	+2	127	+6	116	+ 8	127	+7	112	+4	112	+7	112	+7
4th quarter	127	+7	121	+1	99	+3	125	+2	132	+6	207	+11	133	+8	137	+3	142	+4	149	+4
1966 1st quarter	121	+6	117	+2	104	+5	118	+1	127	+5	119	+ 9	131	+7	92	+5	105	+5	99	+4
2nd quarter	124	+6	112	+3	127	+7	123	+2	131	+4	122	+11	132	+6	123	+2	119	+ 4	116	+2
3rd quarter	123	+5	112	+3	115	+5	117	Nil	131	+3	127	+10	131	+3	113	Nil	114	+ 2	114	+1
4th quarter	133	+4	124	+3	106	+6	124	—1	137	+4	218	+ 5	136	+2	139	+2	143	Nil	152	+2
1967 1st quarter	125	+4	119	+2	109	+4	120	+2	132	+4	128	+7	135	+3	94	+3	105	Nil	101	+2
1967 February	125	+4	119	+2	107	+5	119	+1	133	+5	124	+ 7	135	+2	82	+3	95	+1	91	+3
March	128	+5	117	+2	116	+3	123	+4	137	+4	129	+ 9	134	+3	103	+1	102	—1	105	+3
April	128	+2	118	+2	116	—2	120	—6	139	+2	126	— 1	139	+6	108	—6	109	—4	108	—2
1967 Year to date†	+4		+2		+3		Nil		+3		+5		+3		+1		—1		+1	

(Sales in 1961 £ million)	Durable goods shops: Furniture shops (£399)		Other durable goods shops: Total (£476)		Radio and electrical goods, etc., shops (e) (£372)		Electricity showrooms (£55)		Gas showrooms (£49)		Miscellaneous non-food shops: Confectioners, tobacconists, newsagents (£794)		Booksellers, stationers‡ (£60)		Chemists, photographic goods dealers (d) (£259)		Jewellers (£80)		Leather goods, sports goods, toys and fancy goods shops (£83)		Ironmongers and hardware shops (£235)		Other miscellaneous non-food shops (i) (£66)	
1964 Year	111	+8	121	+6	114	+3	128	+ 8	165	+21	113	+5	121	+ 9	114	+6	118	+12	112	+ 8	109	+2	113	
1965 Year	117	+5	125	+3	116	+2	124	— 3	195	+18	122	+8	133	+10	120	+5	126	+ 7	123	+ 9	114	+4	118	+5
1966 Year	116	—2	125	Nil	118	+2	119	— 4	187	— 4	130	+6	144	+ 9	127	+6	130	+ 3	130	+ 6	119	+4	121	+3
1965 2nd quarter	113	+7	113	+2	104	—1	118	— 2	174	+21	117	+9	110	+ 9	114	+5	103	+ 7	103	+ 9	113	+4	123	+5
3rd quarter	115	+4	120	+3	110	+2	117	—12	202	+19	124	+8	121	+ 8	122	+3	120	+ 5	125	+ 7	112	+4	108	+4
4th quarter	135	+4	144	+2	136	+3	137	— 9	212	+ 6	136	+8	180	+11	143	+5	184	+ 6	179	+10	127	+4	126	+2
1966 1st quarter	109	+2	122	Nil	117	+4	109	—14	177	— 7	122	+9	135	+11	109	+7	102	+ 5	91	+ 9	111	+6	116	Nil
2nd quarter	114	+1	115	+3	108	+4	113	— 4	173	— 1	125	+7	121	+ 9	121	+6	109	+ 6	109	+ 6	117	+4	127	+3
3rd quarter	114	—1	121	Nil	112	+2	117	Nil	190	— 6	131	+6	132	+ 9	129	+6	125	+ 4	133	+ 6	117	+5	113	+5
4th quarter	126	—7	143	—1	135	—1	137	Nil	207	— 3	142	+4	191	+ 6	149	+4	185	Nil	186	+ 4	131	+3	130	+4
1967 1st quarter	103	—5	124	+2	117	Nil	117	+ 8	186	+ 5	126	+4	140	+ 4	110	+1	103	+ 1	93	+ 3	113	+2	118	+2
1967 February	100	—2	124	+3	118	+2	114	+ 8	183	+ 8	124	+3	145	+ 6	107	+1	104	+ 2	88	+ 3	110	+5	120	+4
March	98	—6	120	Nil	111	—1	113	+ 8	190	— 1	133	+5	138	+ 2	113	+2	110	+ 1	97	+ 2	119	+1	130	+2
April	104	—3	125	+4	116	+1	125	+19	194	+ 9	127	—1	130	+ 5	112	—1	103	— 1	106	— 4	121	+2	130	+5
1967 Year to date†	—5		+2		Nil		+10		+6		+2		+4		+1		+1		+1		+2		+3	

* Average 1961 prices. ‡ Independent retailers only. † January-April.

Footnotes to Tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by April 1967 sales was the four weeks from April 2, 1967, to April 29, 1967, the corresponding period in 1966 was from April 3, 1966, to April 30, 1966. As the figures are based on the value of sales they are affected by price movements including changes in purchase tax.

(b) Include figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index figures do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and television rental specialist shops, radio and cycle shops, cycle shops and perambulator shops.

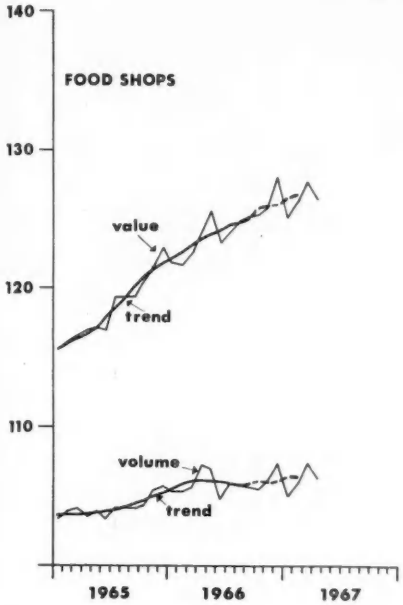
(f) Including bakery departments of co-operative societies.

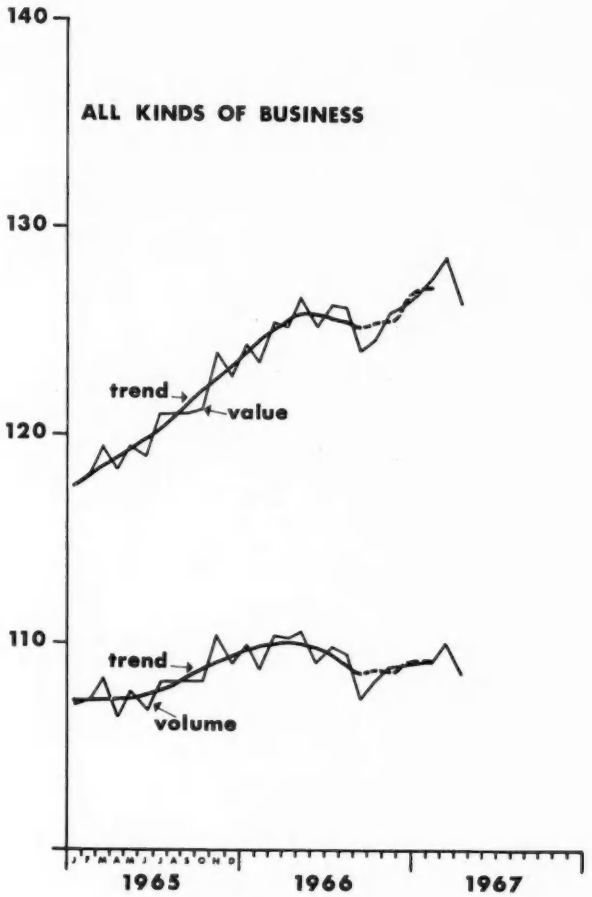
(g) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

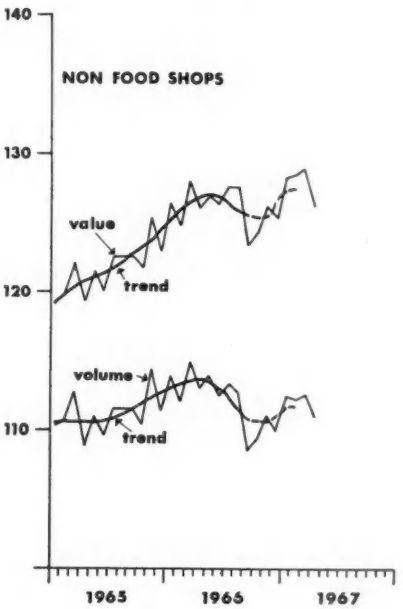
(h) Includes a very small amount of other food shops which are not published separately.

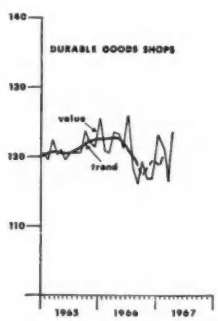
(i) Figures cover sales by florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers, general second-hand dealers and certain other miscellaneous non-food shops.

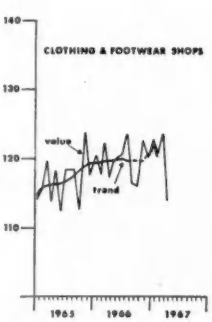
RETAIL TRADE

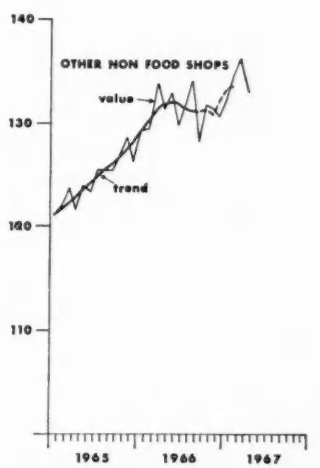












RETAIL SALES IN APRIL, *continued*

For total retail sales unadjusted figures for March and April – the two months are combined to allow for the fact that Easter was in March this year and in April last year – show a rise of 1½ per cent in value terms as compared with March and April 1966 and, after allowing for price changes, a fall in volume terms of ½ per cent.

Clothing and footwear shops

Sales of clothing and footwear are usually affected by Easter and the large fall in the seasonally adjusted index of the value of sales between March and April may be due in part to uncertainties in allowing for the Easter effect. The average for March and April combined was, however, below the average level of earlier months but, as the past figures show, this series tends to move erratically.

As compared with a year earlier sales of clothing and footwear shops in March and April taken together were about 1 per cent lower, compared with small increases on a year earlier which have been recorded recently. Since prices increased by nearly 3 per cent over the year, there was a fall of about 4 per cent in real terms. Both footwear shops and men's and boys' wear shops showed a decrease for the two months combined of about 3 per cent as compared with a year earlier but sales of women's, etc., wear shops were about the same as in March and April 1966.

Durable goods shops

The seasonally adjusted index of the value of sales by durable goods shops in the three months ended April 1967 was about 1 per cent higher than in the immediately preceding period of three months. The index for April itself showed a large rise over the March index which itself was lower than the February index, but the significance of this rise is uncertain in view of irregularities in the series.

On an unadjusted basis sales of durable goods shops in April were about the same as in April 1966; prices are estimated to have risen by about 2 per cent in the year so that there was a small fall in the volume of sales.

Within the group, furniture shops showed a decrease in sales of 3 per cent while the other durable goods group had a rise of 4 per cent. Within this latter group there was, as was noted last month, a wide disparity of experience. Sales of electricity showrooms showed a large increase on their April 1966 level, about 19 per cent, as compared with an increase of 8 per cent on a year earlier in the first quarter; it is understood that this favourable sales experience was largely due to recent sales promotion schemes. Gas showrooms, with an increase on April 1966 of 9 per cent, improved on the average increase for the first quarter though this high figure for April may be compensating for the fall in March as compared with March 1966. Rental specialists, after their poor March experience due to special factors, showed an increase in April as compared with April 1966 of 8 per cent, about the same as the increases on a year earlier recorded in January and February. Multiple radio and electrical goods shops (excluding rental specialists) showed an increase of 10 per cent as compared with April 1966 but, as in the first quarter, independent radio and electrical goods shops continued to show a decrease on their sales a year earlier.

Other non-food shops

The seasonally adjusted index of the value of sales of other non-food shops in the three months ended April was about 2½ per cent higher than in the immediately preceding period of three months. In this group the seasonally adjusted index fell slightly between March and April but, as has been stated in regard to other series, it is doubtful if any significance can be attached to this movement. Mail-order businesses, whose sales fell between March 1966 and March 1967 because of special factors, again showed a large increase in April as compared with a year earlier. Sales by department stores which in the first quarter of this year were 1 per cent higher than in the corresponding quarter of 1966 recorded in April a small fall as compared with April 1966. Among the other kinds of business in this group many showed an experience as compared with April 1966 less favourable than their experience in the first quarter of the year. Some kinds of business may, however, have been affected by the fact that Easter was in April last year and March this year.

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SPECIFICATIONS and abridgments published by the Patent Office provide a valuable source of information to all sections of industry wishing to keep in touch with the latest developments. These publications may be examined free of charge in the National Reference Library of Science and Invention (Holborn Division – in the Patent Office building), or supplied as required at the prices shown below. The Patent Office also provides other services associated with the selection and supply of information about inventions.

Every application for a patent must be accompanied by a specification which fully describes the invention and states clearly what is the monopoly claimed. After thorough examination within the Patent Office, including an investigation to test the novelty of the invention, specifications found acceptable are published at a standard price of 4s. 6d.

Abridgments of the specifications, prepared by the Patent Examiner, are also published in 25 groups, each of which covers a major field of manufacture. One bound volume of abridgments for each group is published at intervals of eight months (representing a complete series of 25,000 published specifications). These volumes are available at £6 12s. 6d. each, or £155 for the complete set. Abridgments are published weekly in pamphlet form, one pamphlet for each of the 25 groups. The pamphlets will be available within the seven days following the publication of the specifications to which they relate, and subscribers to this service (same price as for the complete volumes) will thus be kept right up to date with accepted specifications.

In order to facilitate the study of specifications relating to a particular subject, a detailed classification system is employed. The complete classification key which sets out this system is made up of 25 group units, each corresponding to one abridgment group, and each of these units is sub-divided through several levels of fineness. The result is a schedule composed of about 40,000 subdivisions under one or more of which every specification is indexed, and this index is printed on all specifications. Lists showing numbers of all specifications since 1911 indexed under any one of the sub-divisions, or under a combination of sub-divisions in certain fields of manufacture, may be obtained for prices ranging from £1 1s. to £5 5s. The appropriate unit of the key is bound into each abridgment volume and is associated with a subject-matter index to form a guide to the abridgments in that volume. The classification key itself may be purchased at 6s. 9d. per group unit or £8 for the complete set of 25 units. In order to help in locating subjects in the classification key, a reference index is available at £7 7s. This contains an alphabetical list of catchwords which relate to all aspects of inventive art, and indicates the part of the key under which relevant subject matter is classified.

As a further service the Patent Office will supply to subscribers all specifications, as they are published, which relate to any subject expressed in the classification key. The only charge made is that for the specifications so supplied.

The *Official Journal* (*Patents*) is published every Wednesday and, as well as official notices, contains a list of new patent applications and classified lists of accepted specifications. Single copies are 8s. each, and the annual subscription is £20 15s.

All of the above publications are available, post free, from the Sale Branch, Patent Office, Block C, Station Square House, St. Mary Cray, Orpington, Kent, who will also be glad to give advice. Current specifications are also available at the Sales Counter, Patent Office, 25 Southampton Buildings, London, W.C.2.

PHOTOGRAPHS FOR THE JOURNAL

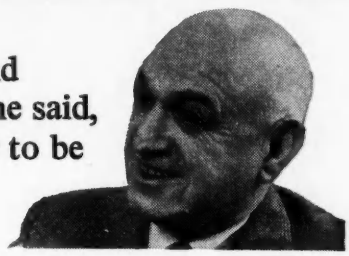
The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.
Black and white prints. *These should be 'action' photographs showing UK goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of UK businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*
Colour photographs: *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

St Michael REG'D.

MARKS AND SPENCER LIMITED

HIGHLIGHTS FROM THE CHAIRMAN'S STATEMENT

Lord Sieff announced record sales—nearly £256,000,000—and record profits, in spite of the effects of new taxes. We had, he said, continued our policy of absorbing additional costs in order to be able to offer customers lower prices and better values.



1 The wisdom of our approach could be seen by the fact that textile sales had increased by £7,950,000 to £186,430,000 in a difficult period.

2 Food sales had increased from £55,985,000 to £65,580,000. This reflects customers' recognition of the quality, purity and freshness of 'St. Michael' Foods and the widening choice on offer in our stores.

3 Our policy of relying on British production and British foodstuffs makes an important contribution to the country's balance of payments.

4 During the last 10 years we have been able to double our sales, increase our selling area by one-third and introduce a five-day working week, all without adding to the number of our staff.

5 Our aim was to make sure that our customers were satisfied. This was achieved through the understanding existing between suppliers and ourselves.

6 New lower prices for £40,000,000 worth of merchandise enabled our customers to save nearly £3,000,000 on their purchases during the year.

Lord Sieff went on to thank suppliers for their co-operation in a difficult period. As a result of common enterprise it had been possible to arrest and reverse the upward trend in costs and prices in spite of the price squeeze.

STAFF He and his colleagues were proud of the way in which the Company's staff had shouldered extra responsibilities. The sales staff in the stores had to be congratulated for upholding traditional standards of courtesy and helpfulness.

MARKETING Marketing was a continuous process from factory floor to store counter. Government policy had failed to encourage the methods most likely to increase productivity in distribution. It had overlooked the potential in retail trading for improving the quality of British production, for saving foreign exchange by reducing imports of finished goods, for lowering the cost of living, and for providing a shop window of British goods for all the world to see. Marks & Spencer was making its contribution to all those objectives, but it had to make profits in order to grow.

QUALITY Quality should not be the privilege of the few; by bringing quality clothing and foodstuffs within reach of all we had helped to improve the standard of living of the millions of customers who shop in our stores.

DEVELOPMENT We would continue to develop business according to the principles on which growth had been based: even better 'St. Michael' goods, even better value. We had the strength to cope with difficulties that could arise because in the past we had established such good relationships between all those involved in our joint effort.

10 YEAR STATEMENT YEAR ENDED 31st MARCH

	1958	1959	1960 (53 Weeks)	1961	1962	1963	1964	1965 (53 Weeks)	1966	1967
SALES	£ 130,429,000	£ 134,449,000	£ 148,023,000	£ 166,501,000	£ 172,826,000	£ 184,878,000	£ 201,494,000	£ 219,791,000	£ 238,015,000	£ 255,770,000
PROFIT BEFORE TAXATION	14,143,000	15,059,000	17,806,000	20,495,000	21,335,000	22,455,000	25,070,000	27,656,000	29,818,000	30,859,000
TAXATION										
Income Tax and Profits Tax	7,950,000	7,350,000	8,725,000	10,200,000	10,800,000	11,350,000	12,850,000	14,800,000	—	—
Corporation Tax	—	—	—	—	—	—	—	—	11,350,000	11,700,000
NET PROFIT AFTER TAXATION	6,193,000	7,709,000	9,081,000	10,295,000	10,535,000	11,105,000	12,220,000	12,856,000	18,468,000	19,159,000
COST OF DIVIDENDS										
Net Payment to Shareholders	3,441,000	4,132,000	5,384,000	6,381,000	7,013,000	7,745,000	8,567,000	9,258,000	9,928,000	9,950,000
Income Tax deductible from Dividends and payable to the Inland Revenue	—	—	—	—	—	—	—	—	4,323,000	6,986,000
FUNDS RETAINED IN THE BUSINESS										
Profit Retained	2,352,000	3,277,000	3,527,000	3,688,000	3,642,000	3,210,000	3,712,000	3,246,000	4,017,000	1,832,000
Depreciation	904,000	944,000	943,000	1,015,000	1,164,000	1,413,000	1,609,000	1,844,000	1,993,000	2,177,000

A copy of the full report can be obtained from the Secretary, Michael House, Baker Street, London, W.1.

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Hire purchase and other instalment credit business in April

NEW CREDIT extended by finance houses and durable goods shops in April continued, after allowing as far as possible for normal seasonal factors, at a level not much different from that reached in the first quarter of this year when there had been some recovery from the lower levels in the latter part of last year.

Instalment credit debt owed to finance houses and durable goods shops continued to fall and at the end of April was £996 million, a decrease of £193 million since the end of April 1966.

Finance houses

New credit extended by finance houses in April was 19 per cent lower than in April 1966. This was a smaller fall on a year earlier than that of 26 per cent recorded for the first quarter of this year but in view of the change in the date of Easter (in March this year, in April last year) and other factors affecting car sales and consequently finance house new credit in the early months of this year the apparent improvement is of doubtful significance. There were, however, real improvements in at least two sectors of finance house business. New credit advanced for motor cycles, etc. which in the first quarter was over 50 per cent lower than a year earlier was in April only 26 per cent lower than in April 1966, an improvement reflecting the easing of the hire purchase controls on those goods announced in this year's Budget. Credit extended for industrial and building plant and equipment, the importance of which in finance house business has increased over the years, showed a large rise in April as compared with April 1966.

Debt owed to finance houses fell by £4 million in the month to £715 million, but the fall was somewhat greater after allowing for seasonal factors.

Durable goods shops

Instalment credit sales of durable goods shops in April were 8 per cent lower than in April 1966, thus showing a smaller decrease on a year earlier than has been recorded for some time. This was the general experience of most kinds of business in this group. For furniture shops the decrease in April on a year earlier was 13 per cent but only 2 per cent for the other durable goods group. Within this latter group independent radio and electrical goods shops con-

(*Text continued on page* 1501)

Table 2. Hire purchase and other instalment credit extended and repaid

£ million

Period	New Credit Extended: By Shops (a)	New Credit Extended: By Finance Houses	New Credit Extended: Total	Repayments	Change in Debt: Unadjusted	Change in Debt: Seasonally adjusted
1961	248	574	822	833	— 11	
1962	271	490	761	808	— 47	
1963	295	558	853	781	+ 72	
1964	314	711	1,025	869	+156	
1965	306	727	1,033	952	+ 81	
1966	235	621	856	989	—133	
1964 1st Qtr.	*74	166	240	212	+28	+41
2nd Qtr.	69	204	273	218	+55	+35
3rd Qtr.	75	181	256	214	+42	+39
4th Qtr.	96	160	256	225	+31	+41
1965 1st Qtr.	71	185	256	232	+24	+36
2nd Qtr.	71	220	291	237	+54	+31
3rd Qtr.	73	176	249	239	+10	+10
4th Qtr.	91	146	237	244	— 7	+ 4
1966 1st Qtr.	63	182	245	256	—11	+ 1
2nd Qtr.	58	200	258	251	+ 7	—17
3rd Qtr.	53	139	192	242	—50	—50
4th Qtr.	61	100	161	240	—79	—67
1967 1st Qtr.	47	136	183	241	—58	—48

(a) Durable goods shops and department stores; not including other instalment credit retailers.
*Fourteen weeks.

Table 1. Hire purchase and other credit instalments outstanding

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1965	328	328	325	321	323	321	320	318	319	319	322	329
	1966	327	324	316	311	309	301	298	292	286	281	280	278
	1967	273	267	260	255								
Department stores	1965	30	29	29	29	29	29	29	29	29	29	29	31
	1966	31	30	29	29	28	28	28	27	27	27	27	29
	1967	28	26	26	26								
Finance houses	1965	755	766	785	807	826	843	856	861	855	851	848	836
	1966	836	839	840	849	860	863	869	853	829	806	785	756
	1967	742	730	719	715								
Total of above	1965	1,113	1,123	1,139	1,157	1,178	1,193	1,205	1,208	1,203	1,199	1,199	1,196
	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	1,063
	1967	1,043	1,023	1,005	996								

Table 1a. Hire purchase and other credit instalments outstanding: other instalment credit retailers

£ million, end of period

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total as shown in Table 1	1965	1,113	1,123	1,139	1,157	1,178	1,193	1,205	1,208	1,203	1,199	1,199	1,196
	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	1,063
	1967	1,043	1,023	1,005	996								
Other instalment credit retailers*	1965	159	151	149	150	151	150	149	150	154	160	172	190
	1966	180	174	172	171	173	171	167	163	165	170	180	198
	1967	188	184	181	179								
Grand Total	1965	1,272	1,274	1,288	1,307	1,329	1,343	1,354	1,358	1,357	1,359	1,371	1,386
	1966	1,374	1,367	1,357	1,360	1,370	1,363	1,362	1,335	1,307	1,284	1,272	1,261
	1967	1,231	1,207	1,186	1,175								

*Comprising general stores (other than department stores), general mail-order houses and co-operative non-durable goods departments.

Table 3. Retailers: Instalment credit sales of selected kinds of business

Index numbers of value of goods sold on hire purchase and other instalment credit per week and percentage changes compared with a year earlier

Average of 1961 = 100

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops (Total)								Furniture Shops						Other Durable Goods Shops							
	Total (£303)		Independents (£110)		Multiples (£161)		Co-operative Societies (£32)		Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Total (excluding Co-operative Societies) (£143) (*b*)		Radio and electrical, etc., goods shops (*c*)					
																	Total (£82)		Multiples (£37)		Independents (*d*) (£45)	
1963 Year	114	+ 8	101	+ 3	124	+13	111	+ 4	102	+ 2	108	+ 4	97	— 1	125	+15	124	+16	144	+25	107	+ 8
1964 Year	116	+ 2	100	— 1	126	+ 2	119	+ 7	107	+ 4	114	+ 5	100	+ 3	124	— 1	110	—11	123	—15	101	— 6
1965 Year	112	— 5	101	Nil	118	— 8	117	— 4	109	+ 1	110	— 4	108	+ 7	113	—10	96	—15	100	—20	92	—10
1966 Year	93	—17	82	—19	100	—15	95	—19	93	—15	94	—15	92	—15	92	—19	76	—21	87	—13	67	—27
1966 1st quarter	97	— 9	90	— 9	101	— 9	106	— 7	95	— 2	95	+ 3	96	— 6	97	—14	85	— 9	89	— 4	81	—13
2nd quarter	90	—14	79	—14	97	—13	96	—14	91	—10	93	—11	89	— 8	88	—17	73	—18	83	— 4	64	—22
3rd quarter	86	—19	73	—23	96	—16	84	—24	88	—18	90	—17	86	—18	85	—19	66	—24	79	—13	54	—33
4th quarter	97	—26	86	—30	106	—22	93	—31	98	—26	98	—28	98	—25	98	—24	81	—30	97	—19	68	—39
1967 1st quarter	81	—17	71	—21	88	—13	79	—26	76	—21	73	—23	78	—18	85	—12	70	—18	82	— 8	60	—26
1966 January	108	+ 1	104	— 4	109	+ 4	117	+ 4	107	+ 4	103	+13	110	— 4	107	— 1	97	+ 3	100	+11	95	— 3
February	98	— 6	90	— 2	103	— 8	100	— 7	98	+ 2	104	+ 6	91	— 3	97	—11	87	— 3	86	— 4	88	— 2
March (a)	88	—18	78	—18	93	—19	101	—15	84	— 9	81	— 8	88	—10	89	—25	73	—23	83	—15	64	—30
April	90	—14	80	—15	96	—14	92	—13	89	—11	90	—12	87	—11	91	—16	77	—18	84	—15	70	—20
May	94	—13	81	—11	101	—14	105	—14	94	— 7	96	—10	92	— 3	92	—17	75	—20	87	—16	65	—23
June (a)	87	—14	75	—14	94	—14	91	—15	90	—11	93	—12	87	— 9	83	—17	67	—18	79	—11	57	—24
July	97	—10	87	—10	103	— 9	102	—12	99	—10	97	—12	101	— 8	94	— 9	74	—11	83	— 9	67	—13
August	79	—22	64	—27	90	—18	75	—29	80	—20	84	—20	77	—20	78	—22	58	—26	75	—11	44	—40
September (a)	84	—25	69	—31	95	—20	78	—30	85	—22	88	—19	81	—24	85	—26	65	—31	80	—18	52	—42
October	95	—25	80	—31	105	—21	91	—29	92	—25	93	—24	91	—26	98	—25	75	—31	89	—21	64	—40
November	98	—28	82	—33	108	—24	97	—32	94	—30	92	—33	97	—26	101	—25	79	—31	101	—13	61	—46
December (a)	99	—24	93	—26	105	—22	90	—31	106	—24	107	—27	104	—22	95	—22	87	—27	99	—22	76	—32
1967 January	82	—23	76	—27	87	—20	83	—29	78	—26	72	—30	84	—23	86	—20	72	—27	80	—20	64	—32
February	82	—16	72	—20	90	—12	75	—24	77	—21	79	—24	75	—18	87	—10	74	—15	83	— 3	66	—25
March (a)	78	—12	65	—16	87	— 6	78	—23	72	—14	69	—15	76	—14	83	— 7	64	—11	82	— 2	50	—21
April	83	— 8	70	—13	93	— 3	75	—18	78	—13	76	—16	79	—10	89	— 2	68	—11	83	— 1	56	—20

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Other Selected Kinds of Business										Total of Selected Kinds of Business (*f*) (£673)	
	Department Stores (£54)		Other General Stores (*e*) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)					
1963 Year	105	..	..	..	..	..	..	..			..	..
1964 Year	109	..	..	..	..	..	..	..			..	..
1965 Year	104	..	133	..	165	..	95	..			128	..
1966 Year	103	— 1	125	— 6	184	+11	93	—2			124	—3
1966 1st quarter	95	+ 8	96	—12	162	+16	71	—1			115	+2
2nd quarter	97	+ 1	120	+ 2	176	+14	86	—5			119	Nil
3rd quarter	92	— 6	108	— 7	160	+ 8	83	—5			111	—6
4th quarter	128	— 5	176	— 6	237	+ 8	134	+1			152	—7
1967 1st quarter	89	— 6	90	— 6	170	+ 5	69	—2			108	—6
1966 January	120	+32	92	—16	115	+16	62	—1			106	+6
February	82	— 2	92	—10	160	+19	62	—9			112	+3
March (a)	85	— 3	101	—10	202	+14	84	+5			123	—2
April	98	— 2	117	+ 2	163	+15	84	—5			115	—1
May	107	+ 8	130	+ 9	196	+15	95	—2			130	+3
June (a)	89	— 2	114	— 3	170	+14	81	—6			115	—1
July	110	— 1	111	— 3	148	+ 6	87	—4			114	—2
August	78	— 6	97	— 8	148	+14	78	—3			101	—6
September (a)	89	—11	114	—11	179	+ 6	83	—6			116	—9
October	109	— 1	135	— 7	221	+ 8	89	+4			138	—7
November	117	—12	175	— 5	257	+ 6	119	—3			156	—9
December (a)	152	— 3	211	— 7	233	+10	181	+2			161	—6
1967 January	101	—16	82	—11	134	+17	60	—4			98	—8
February	81	— 1	86	— 6	180	+12	61	—2			110	—2
March (a)	86	+ 1	99	— 2	191	— 5	84	—1			115	—7
April	96	— 2	99	—15	185	+14	80	—5			116	+1

(a) Average of five weeks. (b) Comprises electricity and gas showrooms, radio and electrical shops (including radio or television hire shops).
(c) Excluding electricity and gas showrooms. (d) Comprises radio and electrical shops, cycle and perambulator shops.
(e) Includes credit traders calling on customers. (f) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments).

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Finance houses: new instalment credit extended

Table 4. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage changes compared with a year earlier.

Monthly average 1961 = 100

(Value in 1961)	Private cars – new (£93 million)		Private cars – used (£190 million)		Commercial motor vehicles – new and used (£89 million)		Motor cycles, side-cars, power assisted cycles – new and used (£38 million)		Caravans – new and used (£12 million)		Farm equipment and tractors (£12 million)		Industrial and building plant and equipment (£48 million)		Household goods (a) (£59 million)		Other goods (£33 million)		All goods (£574 million)	
1963 Year	134	+38	94	+10	80	+ 3	61	— 2	100	+ 8	87	+13	102	+12	97	+ 9	96	+10	97	+14
1964 Year	171	+28	127	+35	96	+21	69	+14	112	+12	105	+21	151	+49	96	— 1	129	+34	124	+27
1965 Year	172	+ 1	136	+ 7	91	— 5	59	—14	123	+11	103	— 2	176	+16	70	—27	156	+21	127	+ 2
1966 Year	132	—23	117	—14	87	— 4	42	—29	121	— 2	109	+ 6	158	—10	57	—20	140	—11	108	—15
1966 1st quarter	172	—10	135	Nil	103	+ 6	48	— 9	109	+16	93	+23	179	Nil	66	—12	162	+11	127	— 1
2nd quarter	187	—18	162	— 5	109	+ 2	65	—22	161	— 2	115	+22	178	—10	57	—19	142	—16	140	— 9
3rd quarter	110	—31	104	—23	78	— 4	39	—36	138	— 4	132	— 5	142	—17	51	—20	127	—17	97	—21
4th quarter	58	—48	68	—36	60	—25	17	—58	76	—17	97	— 4	132	—15	53	—28	128	—19	70	—32
1967 1st quarter	111	—36	95	—30	80	—23	22	—53	97	—11	94	+ 1	172	— 4	55	—16	129	—21	94	—26
1966 January	169	+ 9	113	+15	96	+ 9	35	— 6	74	+24	80	+ 6	175	+21	76	— 1	170	+20	117	+12
February	162	—11	133	— 2	95	+ 4	48	— 8	102	+13	93	+24	171	— 2	64	— 5	154	+11	122	— 2
March	186	—22	158	— 7	118	+ 4	60	—12	151	+14	106	+40	191	—12	57	—28	163	+ 2	141	—10
April	185	—20	150	—17	110	— 2	60	—30	146	— 6	103	+17	186	+ 6	55	—27	134	—17	135	—14
May	206	— 8	167	— 3	116	+ 4	66	—25	166	+ 1	125	+37	178	—13	58	—20	144	—19	146	— 7
June	170	—24	168	+ 7	101	+ 5	69	— 9	171	Nil	117	+13	170	—20	58	— 7	148	—10	138	— 6
July	192	— 8	159	+ 3	105	+15	63	— 4	179	+17	143	— 6	173	— 9	58	— 9	148	— 5	140	— 1
August	74	—48	78	—39	65	—13	28	—54	115	—20	144	— 6	131	—23	47	—23	120	—23	78	—33
September	63	—50	76	—39	63	—19	26	—53	119	—12	110	— 2	122	—21	47	—28	112	—22	73	—34
October	63	—50	71	—39	64	—23	21	—61	95	—17	115	+ 6	134	—17	48	—33	123	—22	73	—34
November	70	—43	73	—33	66	—22	17	—61	78	—16	103	— 6	137	—14	55	—24	131	—16	75	—29
December	42	—51	60	—36	50	—32	14	—48	56	—20	74	—14	126	—14	57	—28	129	—21	62	—32
1967 January	107	—37	78	—31	73	—24	16	—55	61	—18	81	Nil	160	— 8	62	—19	145	—15	86	—26
February	106	—35	95	—29	75	—21	22	—54	88	—13	85	— 9	153	—11	50	—21	118	—23	90	—26
March	117*	—37*	112	—30	92	—22	29	—51	141*	— 7*	116	+ 9	204	+ 7	53	— 6	122*	—25*	107	—24
April	118	—36	111	—26	93	—16	44	—26	125	— 4	107	+ 3	221	+19	48	—13	133	— 1	109	—19

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.
*Revised figures.

HIRE PURCHASE, *continued*

tinued to show a large decrease on a year earlier; multiple radio and electrical goods shops had marginally lower credit sales this April as compared with April 1966; while the credit sales of gas and electricity showrooms which are not shown separately shared in the increases recorded in their total sales in April compared with April 1966.

Debt owed to durable goods shops continued to fall.

Other instalment credit retailers

The credit sales of general mail order houses which dominate this group of retailers, resumed in April the run of increases over a year earlier which had been interrupted by special factors, during March. The comparison with year earlier figures for credit sales of the other kinds of business in this group of retailers continued to move erratically.

The debt outstanding to this group of retailers fell by £2 million during the month to £179 million.

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Exhibitions and Fairs

Britain impresses at 'Water for Peace' exposition

A report from the Commercial Department, British Embassy, Washington

THE INTERNATIONAL Conference on Water for Peace took place in Washington, DC, from May 23-31. Its purpose was to provide a forum for the exchange of experience and technology relating to the world's water problems. Delegations from 96 countries and 25 inter-governmental agencies participated. Over 60 displays from 12 countries, including Britain, presented the latest equipment and techniques for the development and use of water resources throughout the world.

The British delegation, led by the Minister of Technology, Mr. Anthony Wedgwood Benn, and the chairman of the Water Resources Board, Sir William Goode, included a team of experts from the Atomic Energy Authority, Water Research Association, Water Pollution Research Laboratory, National Engineering Laboratory and Hydraulics Research Station, as well as representatives of 11 British firms, nine of which exhibited equipment.

The British stand was organized as a joint Government-industry project by the United Kingdom Atomic Energy Authority (on behalf of the Ministry of Technology). It occupied some 1,700 square feet near the entrance to the first of the three halls of the exhibition. Its design made striking use of the Union Jack, which was repeated on the 8 ft. high sides of 15 exhibition cases or 'towers', each displaying a particular aspect of water engineering or control. The stand included a reference section, well stocked with technical literature. The conference and exhibition was made the occasion for the first distribution of a publication prepared by the Atomic Energy Authority entitled *Desalination and its Role in Water Supply*, which lists all British firms and consultants operating in the desalination field. Over 2,500 copies were handed to delegates. Another popular publication was a record of overseas work carried out in the past year by members of the Association of Consulting Engineers.

The United States, Canada and France also had large national stands. Other countries exhibiting were West Germany, Belgium, Netherlands, Spain, Israel, Saudi Arabia, Mexico and Venezuela. Their stands were much smaller and their displays were mostly pictorial, with some models, charts and diagrams. Some 50 United States manufacturers displayed water control or engineering equipment in two large halls adjacent to that with the country display. Attendance at the exhibition was 2,916.

An exhibit which attracted considerable notice on the United Kingdom stand was a cut-away model of a ship-borne desalination plant or 'floating water factory', designed to serve isolated island or coastal communities. The ship design is the work of the British Ship Research Association and the Atomic Energy Authority and incorporates a desalination plant – of well-proven design – for which Weir Westgarth Ltd. are responsible.

Exhibits on the British stand included a photographic display of flash evaporator plant, developed by Aiton and Co. Ltd., Derby, a working model of an electro-dialysis desalting plant, made by William Boby & Co. Ltd., Rickmansworth, a pictorial display of multi-stage flash process desalination plant made by Buckley & Taylor Ltd., Oldham, and of a 'package' type of desalination plant made by George Clark & Sons Ltd., Hull, a desalination unit designed for small ships made by Diesel Equipment Ltd., Uxbridge, a 'micro-strainer' designed by Glenfield and Kennedy, Kilmarnock, to achieve high filtration rates, a new recording unit developed by Plessey International Ltd., Ilford, and apparatus for studying the treatability of industrial wastes developed by Simon-Carves Ltd., Stockport. Also exhibited was a graphic presentation by the Water Research Association of the study and control of animal life in water mains, and a model of the hydraulics research building of the National Engineering Laboratory at East Kilbride. When President Johnson inspected the model during a tour of the British exhibit, Mr. Wedgwood Benn mentioned that this facility was being used (under a $500,000 contract) to test the huge pumps of the California State Water Project.

Preliminary reports indicate that the conference was an outstanding success from the British point of view. There were many visitors to the British stand and all the organizations represented were impressed with the high level of the approaches. Many complex technical discussions took place and it was apparent that British technical expertise impressed our American friends. One water engineer from Ohio returned to the stand three times and was heard to mutter that he had hitherto thought the British a backward nation. The UKAEA/BSRA were particularly pleased with the reception given to the ship-borne desalting concept. Its use in areas such as the Pacific Islands was discussed with international organizations.

Left: During a tour of the United Kingdom exhibit at the Washington 'Water for Peace' Conference, President Johnson (second left) inspected a model of the hydraulics research laboratory of the National Engineering Laboratory, East Kilbride. Mr. Anthony Wedgwood Benn (left), Minister of Technology, mentioned to the President and the Hon. Stewart L. Udall, United States Secretary of the Interior, that the NEL had a $500,000 contract for testing the pumps of the Californian State Water Project. Right: Mr. G. Truesdale of the Water Pollution Research Laboratory (left) discusses one of the exhibits with (left to right) Secretary of the Interior Udall, General Romero, President of the Philippines, and Mr. H. S. Winterbourne, Minister of Technology.

Mr. F. C. Everson, Economic Minister at the British Embassy, Paris (tallest central figure), visits Allen & Hanbury's stand at the Europrotection Exhibition held in Paris from May 13 to 22. In addition to having the largest foreign participation in the exhibition, Britain was the only country with an official commercial group stand.

Cross paperware products exhibited on a stand at the Vienna Stationery Fair last month sold so well that a large repeat order had to be rushed to Vienna from Cross Paperware's Dunstable headquarters. The company's complete range was exhibited on the stand of Karl Wilhelm Mattersdorf, one of Austria's leading distributors of greetings cards, paper tableware and decorations. Picture shows Cross paperware on the Mattersdorf stand.

Joint venture terms aid first-time exhibitors at Europrotection

A report from the British Embassy, Paris

THE FIRST exhibition to be held in Paris devoted to the protection of persons and property took place at the Porte de Versailles, Paris, from May 13-22, within the framework of the Paris International Fair. Although called 'Europrotection', it was not limited to Europe alone. French firms, however, were in the majority and accounted for 172 of the 223 participants. Great Britain led the foreign participation with 24 firms. The United States followed with 14. Then came West Germany with eight and Switzerland, Norway, Denmark, Holland and South Africa with one each. The visitors were even more international than the participants. Specialists came from 45 countries to see what the exhibition had to offer.

The seven sections into which the exhibition was divided covered every conceivable measure of safety for the protection of man and his possessions. One section was devoted to protection from accidents by machines and from industrial diseases in factories, mines, agriculture and commerce; another dealt with safety measures in transporting men and materials on, under and above the ground as well as on rivers and seas. A third section provided for the safety of the holidaymaker on the beaches, rivers and mountains. Cleanliness of the atmosphere, water, food and the struggle against noise was also dealt with in detail as well as the risks ever present from fire, explosions, floods and radio-activity.

Apart from having the largest foreign participation in the exhibition, Great Britain was the only country with an official commercial group stand. This was situated in the best position possible – right inside the main entrance. It was organized by the London Chamber of Commerce and the 20 firms represented on it received financial assistance from the Board of Trade under the joint venture scheme. Their products covered a wide range of equipment – burglar and fire alarms, resuscitators, cold storage and fire fighting clothing, footwear, face masks, helmets, early warning barriers and warning lamps for the roads, safes, locks, fire pumps and machinery safety guards. Some of these firms were exhibiting overseas for the first time and many were most enthusiastic about the amount of interest shown by prospective agents in their products. They achieved, in 10 days at this specialized exhibition in Paris, what would have taken months to do by correspondence and overseas visiting and – with the Board of Trade's financial assistance – at a fraction of the cost.

Mr. F. C. Everson, the Economic Minister at the British Embassy, took a lively interest in the joint venture stand when he made an official visit to Europrotection. He admired not only its exhibits but also the tasteful manner in which it was designed and constructed by the Central Office of Information. He was also impressed with the Information Stand which was permanently manned by the London Chamber of Commerce.

World Fishing Exhibition, Olympia

THE LATEST technological developments in fishing vessel design, marine engines, fishing gear, nets, deck machinery, marine electronics and fish finding equipment, refrigeration, ice-making and processing equipment, and services were demonstrated at what the organizers described as 'the most important event in the commercial fisherman's calendar' – the 1967 World Fishing Exhibition. Held at Olympia from June 1 to 7, the exhibition drew an attendance from the fishing communities of 92 nations, and exhibits were shown from 15 countries.

Dr. B. R. Sen, director-general of the Food and Agriculture Organization of the United Nations, flew from FAO headquarters in Rome specially to open the exhibition. One of the outstanding features this year was the open-air Olympia fish dock, for which a railway siding and loading platform beside Olympia station were taken over to create a mock-up fish quay complete with bollards, pots, traps, fish boxes, a refrigerated van and a ship-to-shore conveyor belt. 'Tied up' alongside was a 47 ft. inshore stern trawler, a fast lobster boat and a 27 ft. fishing catamaran.

Entitled 'Services to the Fishing Industry' was a display designed to show what sort of Government help the British fisherman receives; this brought together the Herring Industry Board, the Association of Sea Fisheries Committee, the White Fish Authority, the Fisheries Organization Society, the Ministry of Agriculture, Fisheries and Food, and the Torry Research Station of the Ministry of Technology.

A shellfisheries meeting, the first of its kind ever to be held in Britain, also took place at Olympia in conjunction with the exhibition on June 2 and 3.

The 1967 World Fishing Exhibition was presented by *World Fishing*, the international magazine of the commercial fishing industry.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of May 19 issue.

BRITAIN AT EXPO '67

With its not over-serious look at the British way of life, the British Pavilion at Expo '67 is proving the top attraction for the crowds flocking to the Montreal World Exhibition. June 1 was Britain's National Day, and Mr. Arthur Bottomley, Commonwealth Secretary, together with his wife, represented Britain at the festivities. An audience of 15,000 attended the National Day entertainment, produced by John Cox. Picture on the right shows crowds queueing to enter the Pavilion. Left: visitors in the 'Genius of Britain' section designed by Beverley Pick.

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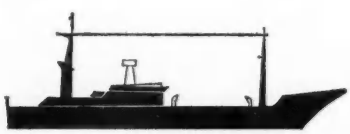

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For information please apply to: International Fair of Genoa - piazzale J.F. Kennedy - Genoa - Telephone: 52.555 - 53.465 - 595.651 Cables: Interfiera Genoa.

British food nets $20,000 at British Columbia Fair

A report from the British Government Office, Vancouver

OVER $20,000 spent on British food in the Supermarket of the British Pavilion at the British Columbia International Trade Fair was in itself a considerable achievement. This was the first occasion on which visitors to the fair from Western Canada and the Pacific North-west of the United States could see, displayed in one place, British foodstuffs and beverages, including biscuits, sweets, jams, jellies and soups. Most of the items were probably on sale in various retailers in Vancouver, but never before had they all been on sale in one place at one time. British Overseas Fairs had, of course, organized supermarkets in British fairs in other parts of the world, but this was the first occasion in Canada and the general public certainly seemed to appreciate the opportunities given to them to sample the best in British foodstuffs.

The Supermarket was only one small part of the British display at the BCITF, and British Overseas Fairs are to be congratulated on the varied range of British exports which had been brought together in one pavilion.

The BCITF is a triennial event, and this was the fourth occasion on which Britain had participated. Previously, however, there had been a small prestige exhibit, but because this was Centennial Year in Canada and the year in which Britain is making a special effort to increase exports to Canada, it was decided that nothing less than a whole pavilion with an area of 30,000 square feet should be taken to display British goods. The result was a varied display ranging from capital goods in the form of machine tools, diesel engines and heavy industrial equipment through motor cars to consumer goods such as carpets, musical instruments, giftware and foodstuffs. There were prestige displays by ICI in conjunction with their Canadian company, Canadian Industries Ltd., by BOAC and by Grosvenor-Laing (BC) Ltd., who have contributed so much to modern construction developments in this province.

It was interesting that the range on show covered very satisfactorily those products for which there is a demand in British Columbia and the fact that nearly all of the exhibitors, when questioned, said that they were satisfied with the results achieved and, perhaps more important, said that they would be prepared to exhibit again shows that success was achieved.

The High Commissioner, Sir Henry Lintott, and the Premier of British Columbia visited the British Pavilion on May 17, but the fair itself was formally opened by HRH Princess Alexandra on May 18. During the 10 days over 138,000 people visited the fair to see manufactures from 50 nations and separate displays by 12 governments other than Britain. The fair is the largest display of goods in the Pacific North-west and, in order to ensure that as many buyers as possible had the opportunity of seeing the British Pavilion, the British Government, in conjunction with British Overseas Fairs and the Committee for Exports to Canada, arranged special visits for handpicked buyers from Calgary and Edmonton in Alberta, Victoria, Prince George, and the Okanagan in British Columbia, and from the States of Washington and Oregon in the United States. These special guests were transported to Vancouver by aeroplane, ferry and bus and conducted round the British Pavilion, where they were able to make personal contacts and discuss the products on view. These visits were particularly appreciated by the exhibitors and one export director from Britain was heard to say that it would take him nearly a month to have visited all the people who came in to see him in the British Pavilion.

Less than 24 hours before this picture of Payne's Poppets being unloaded at the British Columbia International Trade Fair, Vancouver, was taken, the Poppets were in stock at the company's Croydon, Surrey, factory. The rush flight came after there was a sell-out of the ½ lb. packs in five days. Picture shows (centre) Mr. P. L. Davey, marketing director, George Payne & Co. Ltd., with Mr. G. L. Edmondson, Payne's West Canada agent, and a Canadian guide.

In addition to the British Pavilion, one of the highlights of the BCITF was the City of London Pavilion. This Pavilion, appropriately built of British Columbian Douglas fir, had only once before been seen and that was in Lyons last year. It showed in a series of dramatic displays the manner in which the City contributes to Britain's invisible export trade. Services provided by Banking, Insurance, the Stock Exchange, Baltic Exchange, Lloyds, Port of London Authority, the London Commodity Exchanges and the London Chamber of Commerce were graphically illustrated. In the centre of the pavilion was an excellent large-scale model showing the whole of the City of London and points of interest in it were described to visitors by means of an ingeniously contrived tape recording and indicator light system. Feelings of nostalgia were raised in those who had emigrated and all visitors were able to appreciate that the City of London is a dynamic force in the life of Britain.

Many exhibitors do not normally expect to make sales over the counter at trade fairs, but the contacts they were able to make should lead to worthwhile business in the future. One firm, well known already in this market, sold a locomotive on the first day of the fair; another, new to British Columbia, thought that there were excellent opportunities for sales and a carpet firm exhibiting received orders for 40 carpets per day from the public.

British trade and technical publications were displayed under arrangements made by the Central Office of Information and there was agreeable surprise at the number of subscription orders taken.

As one of Britain's three major efforts this year in Canada, there is no doubt that our participation in this trade fair has proved to many that we mean business and are prepared to ensure that we get it. It has also proved to exhibitors that there are great opportunities in Western Canada and it is hoped that other British firms and their agents in Eastern Canada will become convinced of this too.

Mr. John Stonehouse visits Paris Air Show

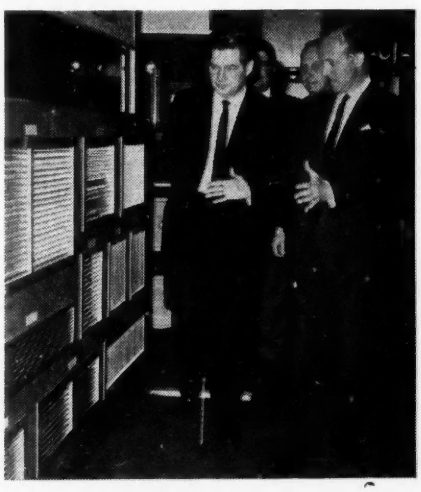
WHEN he visited their stand at the Paris Air Show on June 2, Mr. John Stonehouse, Minister of State, Ministry of Technology, congratulated Handley Page on their success in selling 165 Jetstreams worth £25 million before the first prototype had flown, especially as 85 per cent of these were for export. He said that the Government were sure that Handley Page were on to a winner when they first heard of the project and had contributed towards the cost of development by way of launching aid.

Good prospects for 1968 Electrical Exhibition

THE BALLOT for floor space at the 1968 Electrical Engineers Exhibition at Earls Court was conducted recently. 1968 will be the first time, say the organizers, that a specific foreign section has been incorporated in the exhibition – negotiations with 20 countries are now in hand.

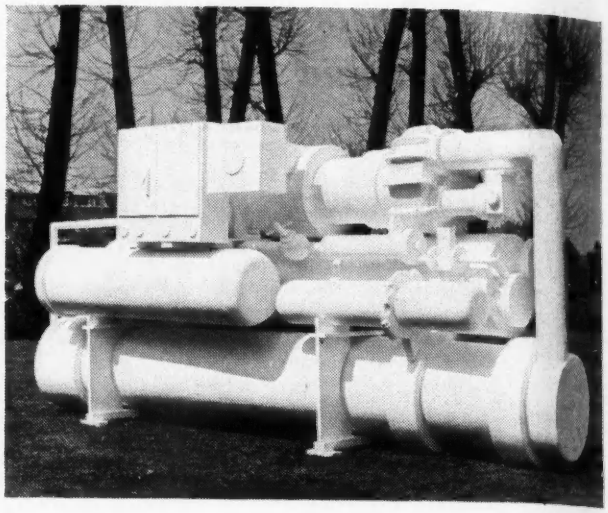
Quickly taken up in the first ballot was the new arrangement of 3,000 sq. ft. stands which are double the size of any of the large stands in previous exhibitions. The demand for these is reported to have exceeded the number available.

The organizers are confident that the total number of exhibitors and visitors for 1968 will exceed the figures for the 1966 exhibition. Two million invitations are being sent to 160 countries, including the United Kingdom. This mailing will be supported by a vigorous advertising and promotion campaign. Visitors to the Electrical Engineers Exhibition consist almost exclusively of buyers, manufacturers and technicians.



Mr. Edmund Dell, Parliamentary Secretary to the Ministry of Technology (left), inspects ventilating equipment exhibited on a British stand at the Paris Heating and Ventilating Exhibition.

The Great Britain contingent at the Amsterdam Philatelic Exhibition made up more than a quarter of the total number of stamp dealers exhibiting. Organized under a joint venture scheme by the Philatelic Traders Society and the Board of Trade, British collections attracted a considerable amount of interest and demonstrated the importance of philately from the commercial and export points of view. Picture shows Mr. Edward Short (right), the Postmaster-General, looking over some of the attractive British stamps displayed on the stand of J. A. L. Franks.



Sculpted entirely in expanded polystyrene, this model of a Durham-Bush packaged water chiller unit was one of the interesting exhibition pieces shown at the Exhibition Internationale du Chauffage et de la Climatisation, held from May 16 to 25 in Paris. The extremely complex model, which is 15 ft. in length, 6 ft. in height and 3 ft. in depth, was made by Foley Packaging and Insulation Ltd., of Farlington, Portsmouth, using Montopore expandable polystyrene bead (a product of Monsanto Chemicals Ltd.).

More than just a hobby . . .

A report from the Commercial Department, British Embassy, The Hague

THIS YEAR'S International Philatelic Exhibition, which was held in Amsterdam from May 11 to 21 under the title Amphilex 67, proved to be the largest philatelic exhibition ever held in Holland. It has been confirmed that a total of 70,746 visitors passed through the doors during the course of the exhibition, which covered the interests of both collectors and dealers of stamps.

Under the patronage of HRH Prince Bernhard, the event was held in the Europa and Glass Halls of the RAI building and a total of 713 collections from more than 40 countries were on show. Of these, 119 emanated from the Federal Republic of Germany, 116 from Great Britain, 86 from the Netherlands and 61 from the United States. Amongst the many beautiful collections of stamps on display was that of HM Queen Elizabeth.

The truly international flavour of the exhibition could be gauged by the nationalities of the various stamp dealers who participated. These included dealers from the United States, France, Belgium, Germany, Italy and even from places as far afield as New Zealand and South Africa. However, of the overseas participants, the largest by far was the contingent from Great Britain, which made up more than a quarter of the total number of stamp dealers exhibiting (22 out of a total of 79).

The British dealers were organized under a Joint Venture scheme sponsored by the Philatelic Traders' Society Ltd. and the Board of Trade. Monday, May 15, was observed as British Day and a reception given by the society was attended by the British Postmaster-General, Mr. Edward Short; the British Ambassador to the Netherlands, Sir Peter Garran; a number of prominent Dutch citizens interested in philately and members of the Netherlands Stamp Dealers' Association.

The exhibition was visited by members of the Commercial Department of the British Embassy at various times throughout the period and it was apparent that most of the stamp dealers were highly pleased with the volume of actual and/or potential business resulting from this participation. A novel feature at this event was the participation of the British Philatelic Bureau of Edinburgh who expressed astonishment at the degree of interest shown in the services which they offer in the way of supply of current stamps in mint condition and first day covers.

It is obvious that philately is more than just a hobby but also a very important part of commerce and the interest shown in British stamps and the collections of British dealers proves that there is a very worthwhile source of revenue from the export activities of this particular trade.

Success stories at Paris heating exhibition

A report from the British Embassy, Paris

THE 1ST Exposition Internationale du Chauffage et de la Climatisation was held, within the Foire de Paris, from May 16-25.

The exhibition covered an area of 35,000 sq. metres. There were nearly 350 exhibitors of whom over a third were foreign. The latter included exhibitors from Belgium, Germany, Holland, Italy, United States of America, Switzerland and the United Kingdom.

United Kingdom representation was of the highest standard, both numerically and in quality. The Board of Trade joint venture stand, most attractively and practically designed and constructed by the Central Office of Information, was the only combined national stand in the exhibition. British manufacturers, sponsored by the Building Materials Export Group with the co-operation of the HEVAC Association, exhibited on it and success stories were numerous by the time the exhibition ended. One particularly successful firm was a manufacturer of valves, whose stand was permanently crowded by inquiring visitors, and who are now conducting negotiations for the equipment of French laboratories, and for supplying one of France's largest car manufacturers. A manufacturer of air flow measuring equipment and small air blowers, etc., is expecting, as a result of several visits to his stand, to receive orders from Russia, Bulgaria and Rumania. French buyers also expressed keen interest in their products. Sales included air curtains for French food markets, oil heaters for greenhouse installations all over France, and skirting heater units for use in large French business concerns.

A United Kingdom heating and ventilation trade journal also participating in the joint venture scheme successfully contacted French trade journals with a view to an exchange of articles and co-operation in advertising and such services.

An official visit was paid to the United Kingdom stands by Mr. Edmund Dell, Parliamentary Secretary to the Ministry of Technology, and Mr. F. C. Everson, Economic Minister at the British Embassy in Paris. After his tour of the stands Mr. Dell congratulated the United Kingdom exhibitors on the high quality of their products at a reception given by the Building Materials Export Group at which exhibitors, existing and potential French importers of United Kingdom manufactured heating and ventilating equipment, as well as the French trade press, were present.

Although this is the first exhibition of its kind to be held in Paris it is expected that it will become a definite fixture at the Foire de Paris. Not only can United Kingdom manufacturers explore the French market by participating in it, but, judging by the various nationalities of the visitors to the United Kingdom stands, markets as far away as Russia, Bulgaria, Rumania, Israel and Sweden can also be penetrated.

Encouraging results for British exhibitors at Gothenburg

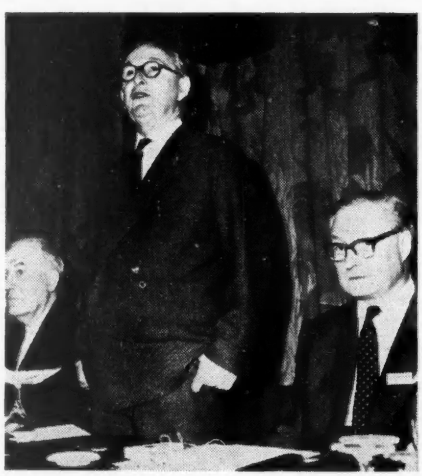
A report from the British Consulate-General, Gothenburg

SVENSKA MASSAN, the Swedish International Trade Fair held annually at Gothenburg, this year celebrated its 50th anniversary. The fair was opened on May 19 by His Majesty King Gustaf VI Adolf in the impressive Gothenburg Concert Hall, which is considered to be one of the masterpieces of Swedish public architecture of the inter-war period. The fair was of record size and contained exhibits from a great variety of countries both within and outside Europe.

Western Sweden, by almost any standard, is an attractive market for the exporter. It is a prosperous area and contains the lion's share of Sweden's shipbuilding industry and a very substantial proportion of her engineering industries. Both the Volvo Motor Company and the SKF Ball-bearing Company have their principal establishments at Gothenburg and a host of smaller firms are to be found in the area surrounding the city. The nearby city of Boras is the recognized centre of the Swedish textile industry. Earnings in the region are high and in recent years there has been a large influx of foreign workers to meet the high demand for labour. Gothenburg is growing fast. Thus, from the point of view of both industrial and consumer goods, Western Sweden is of very obvious interest to the British exporter.

The value to the exporter of the general, as opposed to the specialized, trade fair is often the subject of critical discussion. Clearly, there are many industries which rightly prefer to exhibit at the specialized and technical fairs. An example of this was the Sea Transport Exhibition held in the Svenska Mässan Fair premises in April at which the British marine equipment industry and the British ports dominated the show. However, the general fair of the type of Svenska Mässan can be of great use to other exporters. Regional export groups, for example, whose members manufacture a great diversity of products are able to bring into the market firms, particularly the smaller ones, which might find it difficult to exhibit unaided at the specialized fairs. Also in the Swedish market, new types of consumer goods imports are often stimulated by demand from the public which has seen them at a fair of this nature. At Svenska Mässan this year, where British participation was greater than ever before, a group of Northern Irish industries and a similar group organized by the Federation of Sussex Industries filled a hall of 8,000 sq. feet with their joint venture stands organized in co-operation with the Board of Trade. This was Northern Ireland's first export venture in Scandinavia and it was good to see the red hand of Ulster to the fore. A Sussex group had already exhibited in 1965 at the Copenhagen Trade Fair where their spirited effort under the dynamic leadership of the Federation's Secretary, Mrs. Nora Potter had made a strong impression on all who saw them. At Gothenburg they showed themselves to be no less energetic. The British exhibit represented the largest single group of selling stands at the fair.

His Majesty King Gustaf VI Adolf visits the British exhibits at the Swedish International Trade Fair, Gothenburg. Left to right: Mr. J. D. Allen, Ministry of Commerce of Northern Ireland; the King; Mrs. Potter, secretary of the Federation of Sussex Industries; and Mr. P. D. Stobart, British Consul-General in Gothenburg.



Mr. Selwyn Lloyd welcoming the delegates to the opening session of the European Toy Institute Congress, May 22 and 23, said that the close collaboration between the toy industry and trade of the countries of the Common Market and EFTA set an example many other industries could follow. The main themes of the Congress were safety, quality and education, a major aim being to get agreement on a general safety standard. The next European Toy Institute Congress will take place in Western Germany in 1968. Right: Mr. Selwyn Lloyd talking to Congress delegates. On the left is Mr. L. Verboven, of Belgium, president of the European Toy Institute, and right, Mr. R. Swinbourne-Johnson, president of the European Federation of Toy Manufacturers' Association. Left: A final inspection for one of a quarter of a million Impy Super Cars shipped to the United States by Lone Star Products. The cars are a single order for one customer and are being shipped by container service. The success of the new Impy Super Car range in the United States is responsible for a dramatic increase in Lone Star's dollar earnings.

Princess Margaret to open British Week, Brussels

HER ROYAL HIGHNESS Princess Margaret, accompanied by Lord Snowdon, will open the 7th British Week to be held in Europe on September 29. Following the opening, the Princess and her husband will undertake a programme of official engagements during the first few days of the Week.

The British Week in Brussels will be the largest promotion of consumer goods ever organized by the Board of Trade and the British National Export Council's Area Committee for Europe. Five months before the opening a record number of British firms – more than 1,500 – showed active interest in participating in the promotion; this figure will certainly be increased in the ensuing months. Market officers at the British Week office (set up by the Board of Trade at 131 rue du Commerce, Brussels 4) report that of the 2,000 shops approached over 80 per cent indicated their wish to participate by selling British. The promotion as a whole is receiving unprecedented support and enthusiasm from the authorities and people in Brussels.

A programme of supporting events on a complementary scale is being arranged. There will be six double-decker buses plying the British Week target area; eight policemen and four policewomen; at least half a dozen pubs; traditional and pop fashion shows; films; opera; concerts and a number of sporting events including golf; table tennis and a football match. In addition to these events, there will be a show bungalow furnished with British products (arranged by the magazine *Ideal Home*), a design display mounted by the Council of Industrial Design, a City of London display, and a pavilion of technology, showing that Britain is at the forefront in the field of technological development.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Ceylon buys £234,000 of heavy machinery from aid loans

THE Ministry of Overseas Development announce that the Ceylon Government has ordered 305 diesel tractors worth over £211,000 from Britain's £2 million interest-free loan signed in September last year. Ceylon has also bought three excavator cranes costing £23,000 under the latest interest-free loan of £1.57 million signed in February this year.

The loan signed in September last year was for the supply of industrial raw materials, tractors and fertilizers. The one signed in February was for commercial vehicles and fertilizers and equipment for Government departments.

The tractors to be supplied are from the International Harvester Company of Great Britain Ltd. and Massey-Ferguson (Export) Ltd.

Priestman Brothers, of Hull, manufactured the three 'Tiger' crawler/excavator cranes bought under the 1967 loan. This is the first major order to be made under that loan. The excavators were shipped from Middlesbrough.

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The m.v. 'Benwyvis' (13,385 tons d.w.) is the latest high-speed cargo liner to enter service with the Ben Line, who claim to be the only shipping company in the Far East trade to provide frequent side-loading facilities. This picture, taken at the Royal Albert Dock, London, shows a new method of handling motor vehicles and similar cargoes by means of a Carron side-loader, of two tons capacity, which operates on rails through doors on either side of the ship.

Rumania and Austria

IT HAS BEEN reported that a protocol to the long-term trade agreement between Rumania and Austria was signed in Bucharest on April 26. The Protocol lists those goods in which trade exchanges are to take place in 1967.

Rumania is to export to Austria chemicals, machinery and equipment and products of the light and food industries. Austrian exports to Rumania are to include fireproof material, steel, rolled goods, machinery and plant and light industrial products.

No further details are available.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2267), quoting reference CRE 5118/G.

British Embassy in Stockholm

THE British Embassy, Stockholm, has now moved to Skarpögatan 6. The telephone, Telex and telegraphic address are unchanged—thus telephone: 67.01.40; Telex: 1340; telegrams: Prodrome Stockholm.

The new building is one hundred yards from the old.

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.

AUSTRALIA

Postmaster General's Department:

(105/67) Control Equipment. August 15. E.S.B. 22456/67.*

(105/67) Telecommunication Equipment. July 18. E.S.B. 22476/67.*

BAHAMAS

(103/67) Constructional Works for Naval Facilities Engineering Command. June 29. E.S.B. 22044/67.*

BURMA

Defence Department:

(104/67) Abrasive Papers. June 26. E.S.B. 22447/67.*

(105/67) Pumps. June 21. E.S.B. 22459/67.*

(105/67) Pumps. June 24. E.S.B. 22462/67.*

(105/67) Pumps. June 23. E.S.B. 22448/67.*

(105/67) Bolts and Nuts. June 26. E.S.B. 22451/67.

(105/67) Pumps. June 27. E.S.B. 22452/67.*

(105/67) Pumps. June 22. E.S.B. 22460/67.*

(105/67) Pumps. June 24. E.S.B. 22461/67.*

(105/67) Pumps. June 22. E.S.B. 22463/67.*

(105/67) Valves, Pipe Fittings and Gauges for Peoples Oil Industry. July 10. E.S.B. 22473/67.

Union of Burma Railway Board:

(104/67) Carbon Spring. June 22. E.S.B. 22442/67.*

(104/67) Steel for Union of Burma Railway Board. June 22. E.S.B. 22444/67.*

(104/67) Batteries and Sulphuric Acid. July 12. E.S.B. 22418/67.*

(104/67) Light Fittings. July 12. E.S.B. 22420/67.*

(104/67) Boiler Tubes. July 12. E.S.B. 22422/67.*

(104/67) Wheels. July 12. E.S.B. 22426/67.*

(105/67) Boiler Tubes. July 5. E.S.B. 22450/67.*

(105/67) Rivets and Screws. July 4. E.S.B. 22491/67.*

(105/67) Ball and Roller Bearing. June 26. E.S.B. 22464/67.*

(105/67) Train Lighting Equipment. July 12. E.S.B. 22419/67.*

(105/67) Cable. July 12. E.S.B. 22421/67.*

(105/67) Rivets and Screws. July 4. E.S.B. 22423/67.*

(105/67) Steel. June 22. E.S.B. 22443/67.*

CEYLON

(104/67) Galvanized Iron Sheets for Ceylon Transport Board. (Further Information.) Tender documents now available. E.S.B. 20969/67.*

(104/67) Dredging for Cochin Port Trust. (Further Information.) Tender documents now available. E.S.B. 18800/67.*

Department of Government Electrical Undertakings:

(104/67) Electric Lamps. July 15. E.S.B. 22435/67.*

(104/67) Cables. July 15. E.S.B. 22417/67.*

FORMOSA

Central Trust of China:

(103/67) Testing Equipment. June 22. E.S.B. 22024/67.*

(103/67) Ferro-Molybdenum. June 22. E.S.B. 22025/67.*

(103/67) Communications Equipment. June 23. E.S.B. 22087/67.*

(103/67) Heat Exchanger Tubes. June 26. E.S.B. 22017/67.*

(103/67) Vacuum Condenser. June 26. E.S.B. 22018/67.*

(103/67) Acidification Tank. June 22. E.S.B. 22019/67.*

(103/67) Machine Tools. June 23. E.S.B. 22027/67.*

(104/67) Steam Traps. June 23. E.S.B. 22020/67.*

(104/67) Master Alloy. June 26. E.S.B. 22021/67.*

(104/67) Boiler Tubes. June 22. E.S.B. 22022/67*

(104/67) Pumps. June 22. E.S.B. 22026/67.*

(104/67) Spectrophotometer. June 23. E.S.B. 22034/67.*

(104/67) Chlorinator. June 3. E.S.B. 22036/67.*

(104/67) Vehicles. June 21. E.S.B. 22076/67.*

(104/67) Bearings and Lock Nuts. June 21. E.S.B. 22077/67.*

(104/67) Still. June 22. E.S.B. 22023/67.*

(104/67) Locomotives and Spares. June 21. E.S.B. 22070/67.*

(104/67) Brewery Machinery and Plant. June 22. E.S.B. 22069/67.*

(104/67) Steel Pipes and Fittings; Valves. June 21. E.S.B. 22078/67.*

GREECE

(105/67) Construction of a P.O.L. Pipeline for Greek Authorities. Closing date not known. G.D. 1320/67.

Ministry of Commerce:

(105/67) Office Machinery. July 5. E.S.B. 22520/67.*

(106/67) Laboratory Equipment. July 3. E.S.B. 22517/67.*

(106/67) Police Investigation Equipment. July 3. E.S.B. 22518/67.*

(106/67) Tyres and Tubes. July 3. E.S.B. 22522/67.*

(106/67) Lathes for Ministry of Trade. July 1. E.S.B. 15190/65.*

(106/67) Street Lighting Lamps for Municipality of Athens. July 5. E.S.B. 21999/67.*

INDIA

Bhabha Atomic Research Centre:

(106/67) Noise-Measuring Equipment. June 26. E.S.B. 22504/67.

(106/67) Microscope. June 27. E.S.B. 22505/67.

(106/67) Microscope. June 28. E.S.B. 22506/67.

(106/67) Microscope. June 29. E.S.B. 22507/67.

(106/67) Valves. June 30. E.S.B. 22509/67.

Bharat Heavy Electricals Ltd.:

(103/67) Aluminium Brass Tubes. (Further Information.) Tender documents now available. E.S.B. 21907/67.*

(103/67) Non-Ferrous End Plates. (Further Information.) Tender documents now available. E.S.B. 21908/67.*

(105/67) Laboratory Equipment for Bombay Port Trust. June 29. E.S.B. 22497/67.

(104/67) Transformers for Central Railway. July 15. E.S.B. 21894/67.

(104/67) Sub-Station Equipment for Delhi Electric Supply Undertaking. August 10. E.S.B. 22031/67.

(103/67) Lead for Director General of Supplies and Disposals. (Further Information.) E.S.B. 20736/67.*

Hindustan Cables Ltd.:

(105/67) Baling Machine. (Further Information.) Tender documents now available. E.S.B. 16612/67.*

(105/67) Control Panel. (Further Information.) Tender documents now available. E.S.B. 16614/67.*

(106/67) Erection of Insecticide Plant for Hindustan Insecticides Ltd. June 27. E.S.B. 22527/67.

(107/67) Steel Mill Rolls for Hindustan Steel Ltd. (Further Information.) Closing date postponed to July 3. E.S.B. 18717/67.*

(106/67) Steel Bar for India Supply Mission. June 29. E.S.B. 22558/67.

(106/67) Cables for Integral Coach Factory. (Further Information.) E.S.B. 21903/67.

(106/67) Switchgear for Maharastra State Electricity Board. June 27. E.S.B. 22498/67.

(106/67) Switchgear for Municipal Corporation of Delhi. (Further Information.) June 26. E.S.B. 17158/67.*

(105/67) Contractors' Plant for Neyveli Lignite Corporation. July 28. E.S.B. 21897/67.

(105/67) Insulator Strings for Orissa State Electricity Board. (Further Information.) Postponed to June 28. E.S.B. 18716/67.*

Southern Railway:

(105/67) Diesel Rail Car Spares. June 29. E.S.B. 21898/67.

(106/67) Reverse Gear Main Shaft. June 30. E.S.B. 22412/6.

IRAQ

(106/67) Tyres & Tubes for Administration of Distribution of Oil Products. June 27. E.S.B. 22545/67.

(103/67) Construction of Bank Building for Central Bank of Iraq. (Further Information.) Postponed to 12 noon on August 20. E.S.B. 1589/67.*

(104/67) Video Magnetic Tapes for Central Foreign Purchasing Board. July 16. E.S.B. 22408/67.

(104/67) Telephone Instruments for Director-General of Posts, Telegraphs & Telephones. (Further Information.) Tender documents now available. E.S.B. 20920/67.*

(106/67) Chemicals for Government Oil Refineries Administration. June 27. E.S.B. 22544/67.

Ministry of Defence:

(105/67) Measuring Instruments. August 12. E.S.B. 21900/67.*

(105/67) Furnaces. August 12. E.S.B. 21899/67.*

(105/67) Foundry Equipment. August 12. E.S.B 22037/67*

(107/67) Timber. August 12. E.S.B. 22542/67.*

(106/67) Power House Equipment: Construction of Building and Cooling Pond for Ministry of Municipalities and Works. August 1. E.S.B. 22546/67.

(107/67) Exploitation of Sulphur Deposits for Ministry of Oil. July 4. E.S.B. 22553/67.*

(104/67) Poultry Food Factory for Municipality of Mosul. Date not known. E.S.B. 21895/67.

IRISH REPUBLIC

(104/67) Concrete Bridge Beams for Mayo County Council. June 22. E.S.B. 22410/67.

JORDAN

Municipality of Amman:

(104/67) Consultancy Service. June 21. E.S.B. 21892/67.

(104/67) Consultancy Service. June 21. E.S.B. 21893/67.

KENYA

(103/67) Bogie Wagons for E. African Railways & Harbours. June 23. E.S.B. 22048/67.

KOREA

Office of Supply:

(105/67) Fork-lift Trucks: Radio Equipment. June 27. E.S.B. 22511/67.*

(106/67) Telecommunications Equipment. June 23. E.S.B. 22510/67.*

(*Continued on page* 1511)

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as* 500 *calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than* 100 *countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs* only £10 10s.

The **Export Service Bulletin** *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy, get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. 01-248 5757, Ext. 7058, Telex 25977, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

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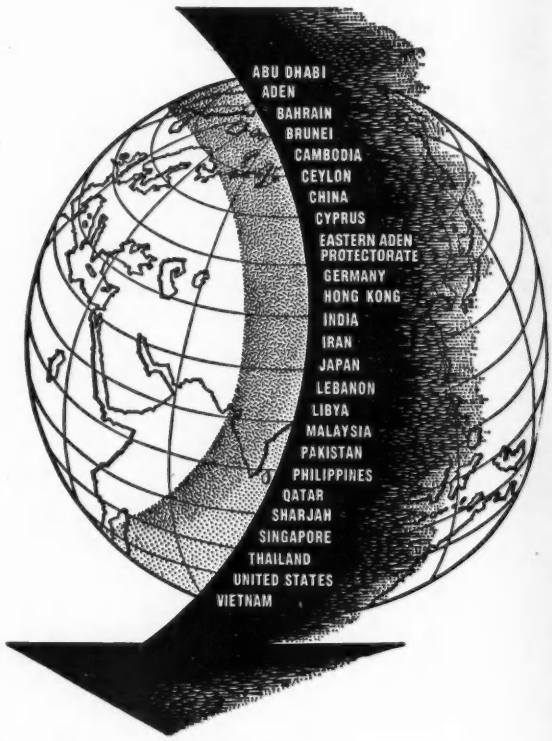

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THE CHARTERED BANK OF LONDON (INCORPORATED IN CALIFORNIA)

KUWAIT

(104/67) **Pumps** for Ministry of Electricity & Water July 2. E.S.B. 22407/67.*

MALAYSIA

(105/67) **Fuse Mountings** for Jalan Brickfields. July 11. E.S.B. 22475/67.*

(105/67) **Reconstruction of Wharves** for Port Swettenham. (Further Information.) Postponed to June 23. E.S.B. 20917/67.*

MOZAMBIQUE

Ports, Railways and Transport Department:

(105/67) **Tarpaulins.** June 29. E.S.B. 22485/67.

(105/67) **Various Spares.** July 14. E.S.B. 22489/67.

NEW ZEALAND

General Post Office:

(103/67) **Cotton Canvas.** (Further Information.) Samples available for inspection. E.S.B. 21334/67.*

(103/67) **Activated Charcoal.** June 27. E.S.B. 22032/67.*

(105/67) **Ammonium Bifluoride.** June 26. E.S.B. 22477/67.*

PAKISTAN

(104/67) **Calculating Machines** for Pakistan Western Railway. June 22. E.S.B. 22040/67.*

SAUDI ARABIA

(103/67) **Heavy Equipment** for Ministry of Defence. July 12. E.S.B. 21998/67.

SINGAPORE

(106/67) **Sewage Pumping Station Equipment** for Public Works Department. July 21. E.S.B. 22524/67.*

SOUTH AFRICA

Transvaal Provincial Tender Board:

(104/67) **Cranes.** June 30. E.S.B. 22405/67.*

(104/67) **Welding Generators.** June 30. E.S.B. 22406/67.*

SPAIN

(104/67) **Locomotive** for Ministerio de Obras Publicas. July 21. E.S.B. 22057/67.

SYRIAN ARAB REPUBLIC

(105/67) **Pumps** for Ministry of Municipal & Rural Affairs. As soon as possible. E.S.B. 22479/67.*

(105/67) **Railway Coaches & Railcars** for Public Organization for the Creation of the Damascus-Katana Railway. July 15. E.S.B. 22482/67.

THAILAND

State Railway of Thailand:

(104/67) **Guillotine Shear.** July 10. E.S.B. 22433/67.

(104/67) **Hand Tools.** June 28. E.S.B. 22439/67.

(104/67) **Fans.** June 23. E.S.B. 22454/67.

(104/67) **Motors.** July 5. E.S.B. 22455/67.

(104/67) **Pump.** June 22. E.S.B. 22467/67.

(104/67) **Wheels and Axles.** July 27. E.S.B. 22429/67.

(104/67) **Steel Plate.** June 27. E.S.B. 22431/67.

(105/67) **Wire.** June 27. E.S.B. 22465/57.*

(105/67) **Battery Charging Set.** June 28. E.S.B. 22468/67.*

TURKEY

(107/67) **Lead** for Ground Forces Command. June 30. E.S.B. 22537/67.*

(105/67) **Communications Equipment** for Hava Kuvvetleri Komutanligi. June 30. E.S.B. 22100/67.*

URUGUAY

State Oil and Alcohol Monopoly:

(103/67) **Furnace.** July 20. E.S.B. 22093/67.

(103/67) **Hydracine Hydrate.** July 4. E.S.B. 22094/67.

(104/67) **Battery Chargers.** June 30. E.S.B. 22095/67.

(103/67) **Mimeographing Machines** for University of Labour. (Second Call.) July 5. E.S.B. 22092/67.

VIETNAM

Central Purchasing Authority:

(105/67) **Chemicals.** June 21. E.S.B. 22502/67.*

(105/67) **Illuminated News Sign Accessories.** June 21. E.S.B. 22503/67.*

(105/67) **Oxygen and Acetylene Cylinders.** June 21 E.S.B. 22501/67.*

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.†**

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Argentina

(105/67) Inquiry for alcoholic beverages; foodstuffs. E.S.B. 22121/67.

Australia

(105/67) Inquiry for photo engraving equipment; printing and packaging machinery. E.S.B. 21865/67.

(105/67) Inquiry for brush sets. E.S.B. 17628/67.

(106/67) Manufacture under licence – meters; plumbers' supplies; pressure regulators; valves. E.S.B. 22214/67.

Austria

(104/67) Agency inquiry for scales. E.S.B. 20472/67.

(105/67) Agency inquiry for aluminium foil; paper and paper products. E.S.B. 16442/67.

Belgium

(105/67) Inquiry for file blanks. E.S.B. 40399/66.

Bolivia

(107/67) Inquiry for machine tools; turbines. E.S.B. 21874/67.

Canada

(103/67) Agency inquiry for diesel engines. E.S.B. 21062/67.

(105/67) Agency inquiry for hose couplings; jacks. E.S.B. 21739/67.

(105/67) Inquiry for bicycle parts and accessories E.S.B. 20826/67.

Fiji

(103/67) Inquiry for building and hardware materials. E.S.B. 19933/67.

Finland

(107/67) Agency inquiry for cotton fabrics; overcoatings; silk piece-goods. E.S.B. 18376/67.

(107/67) Agency inquiry for paint rubbing down compounds. E.S.B. 21458/67.

Formosa

(104/67) Inquiry for rail road tyre profiling machine. E.S.B. 18342/67.

France

(107/67) Agency inquiry for control equipment; weighing and dosing equipment. E.S.B. 10763/67.

(106/67) Agency inquiry for chemicals; laboratory equipment; measuring instruments. E.S.B. 21759/67.

(107/67) Agency inquiry for car cleaning products; oil and petrol additives. E.S.B. 21806/67.

(106/67) Inquiry for concrete products manufacturing plant. E.S.B. 21766/67.

(106/67) Manufacture under licence – electrical and mechanical equipment; electronic equipment. E.S.B 22312/67.

Guyana

(106/67) Agency inquiry for cosmetics; foodstuffs; pharmaceuticals – further information. E.S.B. 17659/67.

Iran

(104/67) Agency inquiry for copper tubes; rivets; sewing thread; yarns; vehicle spare parts. E.S.B. 14866/67.

Iraq

(103/67) Inquiry in respect of paper; tender representation. E.S.B. 19233/67.

Israel

(104/67) Agency inquiry for dental aspirators. E.S.B. 21491/67.

(106/67) Agency inquiry for disinfectants; polishes E.S.B. 21092/67.

Italy

(104/67) Agency inquiry for electric lamps. E.S.B. 21658/67.

(105/67) Agency inquiry for chemical products; laboratory glassware; sanitary instruments; surgical instruments. E.S.B. 20653/67.

(107/67) Inquiry for gardening requisites; giftware; household articles. E.S.B. 21087/67.

Jamaica

(107/67) Agency inquiry for haberdashery; piece-goods. E.S.B. 21689/67.

(106/67) Inquiry for mechanical handling equipment. E.S.B. 21883/67.

Japan

(106/67) Inquiry for dressing gowns. E.S.B. 18108/67.

Kenya

(103/67) Agency inquiry for dress fabrics; furnishing fabrics; linen; outerwear and underwear; shoes; suitings. E.S.B. 17627/67.

(104/67) Agency inquiry for electrical equipment. E.S.B. 11465/67.

Kuwait

(106/67) Inquiry in respect of road construction. E.S.B. 21810/67.

Malta

(103/67) Agency inquiry for baby foods; cosmetics; pharmaceuticals. E.S.B. 17533/67.

(104/67) Agency inquiry for aluminium foil; milk churns and crates; office furniture; paper products. E.S.B. 19931/67.

(104/67) Agency inquiry for building equipment; hardware; household fittings; paint primer; tools; woodworking machinery. E.S.B. 21181/67.

(104/67) Agency inquiry for catering and kitchen equipment; electric kettles. E.S.B. 19458/67.

(106/67) Agency inquiry for bathroom fittings; kitchen fittings; steel shutters; tiles. E.S.B. 19479/67.

(106/67) Agency inquiry for bathroom furniture and fixtures; galvanized pipes; fireclay ware; kitchen furniture and fixtures; water heaters. E.S.B. 19484/67.

(106/67) Agency inquiry for confectionery; food processing machinery; packaging machinery. E.S.B. 20697/67.

Mauritus

(104/67) Inquiry for cutlery; foodstuffs. E.S.B. 21734/67.

Mexico

(106/67) Inquiry for sodium-bichromate plant. E.S.B. 21836/67.

New Zealand

(104/67) Agency inquiry for farming equipment and machinery. E.S.B. 21672/67.

(107/67) Inquiry for lamp making machinery. E.S.B. 22225/67

Pakistan

(106/67) Agency inquiry for chemical fertilizers. E.S.B. 21887/67.

(106/67) Agency inquiry for construction machinery; earth moving equipment; cranes; machine tools; scientific instruments. E.S.B. 21708/67.

Rumania

(107/67) Planned purchasing of imports. C.R.E. 17389/G.

Saudi Arabia

(106/67) Inquiry in respect of communication network. E.S.B. 21078/67.

Singapore

(105/67) Agency inquiry for vehicle spare parts. E.S.B. 21104/67.

(107/67) Agency inquiry for fire prevention equipment. E.S.B. 22322/67.

Sweden

(106/67) Inquiry for enamel sheets. E.S.B. 19963/67.

(105/67) Inquiry for lighting equipment; stage equipment. E.S.B. 21033/67.

Thailand

(106/67) Inquiry for fibre glass. E.S.B. 22134/67.

United States Virgin Islands

(104/67) Inquiry for building mattrials. E.S.B. 4623/67.

Uruguay

(103/67) Agency inquiry for industrial machinery; raw materials. E.S.B. 13936/67.

Windward Islands (Dominica)

(106/67) Inquiry in respect of milk production and processing equipment. E.S.B. 38398/66.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

†For further details of the 'Export Service Bulletin' see page 1509.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the **Journal** *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the **Journal** *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

UNITED STATES

Fair Packaging and Labelling Act

THE *Board of Trade Journal* dated December 23, 1966, gave notice of the United States Fair Packaging and Labelling Act which comes into effect on July 1, 1967.

The Secretary of the Department of Commerce now proposes to establish procedural regulations under Sections 5(d) and 5(e) of the Act. These sections make provision for the development of voluntary product standards if the Secretary determines at any time that there is undue proliferation of weights, measures or quantities, which impairs the value comparisons for any consumer commodities.

Interested persons may submit written comments (in duplicate) on these proposals to the General Council, Department of Commerce, Washington DC, 20230, by June 22, 1967.

Further information may be obtained from the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Cotton typewriter ribbon cloth — tariff investigation

NOTICE WAS GIVEN in the *Board of Trade Journal* of February 3, 1967, of an investigation by the United States Tariff Commission of the probable effect of the automatic termination of the increased tariffs on cotton typewriter ribbon cloth.

The Tariff Commission has now reported to the President that restoration of the concession rates of duty on cotton typewriter ribbon cloth is not likely to jeopardize the economic position of the United States domestic industry.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

URUGUAY

Exchange Control Regulations

HM EMBASSY at Montevideo report that the Uruguayan Central Bank and Bank of the Republic has announced measures designed to restrict credit other than for agricultural and industrial production, particularly for export. The new measures:

(a) propose to stimulate exports of meat and wool by the partial advance payment of export proceeds to producers;

(b) enforce limits and controls on foreign exchange holdings of commercial banks, with surpluses to be surrendered to the Bank of the Republic;

(c) further restrict personal loans by banks, and overdrafts on current account;

(d) apply a new system of weekly controls over all local and foreign exchange operations by commercial banks.

Senor Rada Harire, head of Channel 8 television station in Valparaiso, Chile, saw broadcast equipment production during his visit to EMI Electronics recently. Senor Harire is in this country visiting companies on both the programme and manufacturing sides of the television industry.

During his visit to EMI Senor Harire was given a preview of a new semi-professional turret camera channel, the BC920, which will be making its debut at NAVEX '67 in July.

Picture shows Senor Harire (right) with Tony Tanner of Broadcast Equipment Division, EMI Electronics, showing keen interest in the Type 2001 colour camera channel after a demonstration of colour television equipment.

Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible.

PERU

Changes in import duty

HM EMBASSY IN LIMA report the promulgation of Supreme Decree No. 117, implementing the reductions in duty negotiated in the recent talks held under the General Agreement on Tariffs and Trade. At the time of signature, negotiations with some parties were incomplete; they have since been completed, and it is to be expected that the results will be given effect in due course. A further list of revised duties will then appear in this *Journal*. The changes under the present legislation are as follows:

Tariff Item No.	Description of Goods	Unit	Duty in Soles/ Unit and/or % of c.i.f. value
08.05.0.01	Almonds	KB	2·00 +25%
0.02	Hazelnuts	KB	2·00 +25%
08.06.0.01	Fresh apples	KB	0·30 +20%
0.02	Fresh pears	KB	0·30 +20%
08.07	Stone fruit, fresh:		
0.03	Plums	KB	0·30 +20%
08.12.1	Dried, stone fruit:		
1.02	Plums	KB	1·00 +20%
2	Dried, stoned or stoneless fruit:		
2.02	Plums	KB	1·00 +20%
2.07	Pears	KB	1·00 +20%
12.06.0.01	Hop cones, fresh or dried	KB	2·00 +25%
0.02	Lupulin	KB	10·00 +25%
13.03.1.06	Saps and extracts of hops	KN	10·00 +25%
Ex 20.02.0.99	Vegetables prepared or preserved otherwise than by vinegar or acetic acid: other	KB	8·00 +30%
21.07	Food preparations not elsewhere specified or included:		
0.02	Non-alcoholic concentrated vegetable extracts for the domestic or industrial manufacture of beverages	KN	15·00 +30%
Ex 22.05.1.03	Champagne	Litre	45·00 +50%
Ex 23.07.0.03	Concentrated animal-feed preparations containing vitamins or antibiotics, not suitable for immediate consumption but for use in the preparation of a much greater volume feed	KG	2·00 +25%
25.19.0.01	Magnesite, whether or not calcined	KB	0.10 +20%
29.03.0.01	Carbon, including carbon black, anthrocene black, acetylene black and lamp black	KG	0·30 +20%
28.25.0.01	Titanium oxides	KB	1·00 +20%
29.34.0.01	Tetraethyl lead	KB	1·00 +20%
29.35.1.08	Mercaptobenzothiazole and dibenzothiazolyl disulphide, and their salts and derivatives	KB	0·50 +20%
32.01	Tanning extracts of vegetable origin:		
0.02	Chestnut	KB	0·10 +20%
33.01	Essential oils (Terpeneless or not); concretes and absolutes; resinoids:		
1.06	Citronella	KN	20·00 +30%
1.07	Geranium	KN	30·00 +30%
33.04	Mixtures of two or more odiferous substances (natural or artificial) and mixtures (including alcoholic solutions) with a basis of one or more of these substances, of a kind used as raw materials in the perfumery, food, drink or other industries:		
0.01	For the food industries (for use in confectionery, as drink flavourings, etc.)	KN	40·00 +30%
0.03	For the preparation of perfumery and toilet preparations falling within heading No. 33.06 (except those of item 3 of that heading)	KN	150·00 +30%
37.01	Plates, sensitized, unexposed, of glass or other materials (including film in the flat):		
0.01	For X-ray photography	KL	Free +10%
38.14	Anti-knock preparations, oxidation inhibitors, gum inhibitors, viscosity improvers, anti-corrosive preparations and similar prepared additives for mineral oils:		
0.02	Prepared additives for light mineral oils	KB	1·00 +30%
38.15.0.01	Prepared rubber accelerators	KB	0·50 +20%
40.02	Synthetic rubbers, including synthetic latex, whether or not stabilized; factice derived from oils:		
1.01	Synthetic latex	KB	4·00 +25%
1.99	Other	KB	5·00 +25%
40.06	Unvulcanized natural or synthetic rubber in other forms or states (for example, rods, tubes and profile shapes, solutions and dispersions); articles of unvulcanized natural or synthetic rubber (for example, impregnated textile thread; unvulcanized natural or synthetic rubber adhesives on backings of any material including vulcanized rubber; rings and discs):		
0.02	Rubber impregnated textile threads, for the manufacture of tyres and the like	KB	2·00 +20%
Ex 58.05	Narrow woven fabrics:		
1.99	Other	KL	100·00 +50%
70.16.0.01	Bricks, tiles, slabs, paving blocks, squares and other articles of pressed or moulded glass, of a kind commonly used in building	KB	1·00 +25%
73.10.2.01	Hollow mining drill steel suitable for mining drills	KB	0·15 +20%
73.15.0.04	Alloy steel and high carbon steel in bars and rods	KB	0·20 +30%
76.01.0.01	Unwrought aluminium	KB	1·00 +20%
Ex 84.06.3	Compression-ignition engines, weighing each:		
3.01	Not more than 2,000 kg.	KB	0·50 +20%
3.02	More than 2,000 kg.	KB	0·30 +15%
84.07.1.01	Water wheels, water turbines and other water engines	KB	0·10 +15%
84.11.2	Compressors (including motor and turbo compressors), weighing each:		
2.02	More than 100 kg.	KB	0.30 +15%
84.36.1.01	Machines for extruding man-made textiles	KB	0·50 +20%
1.99	Machines for processing man-made textiles: Other	KB	0·50 +20%
2.01	Cotton gins	KB	0·50 +20%
2.02	Cards and openers	KB	0·50 +20%
2.03	Draw boxes, combing machines and drawing frames and roving frames	KB	0·50 +20%
2.99	Machines for processing natural textile fibres: other	KB	0·50 +20%
3.01	Continuous spinning, twisting and doubling machines	KB	0·50 +20%
3.99	Spinning machines and twisting machines, including doubling machines: other	KB	0·50 +20%
4.01	Machines for putting up yarns, etc., on bobbins, and weft winders	KB	0·50 +20%
4.99	Reeling machines, including weft winders: other	KB	0·50 +20%
84.37.1.01	Warping machines with their creels	KB	0·50 +20%
1.02	Warp sizing machines	KB	0·50 +20%
1.99	Machines for preparing yarns for use on weaving machines: other	KB	0·50 +20%
2.01	Weaving machines: automatic	KB	0·50 +20%
2.99	Weaving machines: other	KB	0·50 +20%
3.01	Knitting machines: flat	KB	0·50 +20%
3.02	Knitting machines: circular	KB	0·50 +20%
4.01	Machines for making tulle, lace and embroidery	KB	0·50 +20%
4.99	Machines for making tulle, lace, embroidery, trimmings, braid or net: other	KB	0·50 +20%
84.38.2.02	Weaving-loom shuttles	KB	0·50 +20%
2.03	Combs: heald frames	KB	0·50 +20%
2.04	Needles, healds and frames, and other parts and accessories made from wire	KB	0·50 +20%
2.99	Other parts of weaving and knitting machines	KB	0·50 +20%
84.40.1.04	Fabric-bleaching and dyeing machines	KB	1·00 +20%
1.05	Fabric-dressing and finishing machines	KB	1·00 +20%
1.06	Cloth reeling, folding and cutting machines	KB	1·00 +20%
1.07	Printing machines	KB	1·00 +20%
1.99	Other machinery for washing, cleaning, drying, bleaching, etc., of textile yarns	KB	0·50 +20%
Ex 2.99	Other parts of the above machinery	KB	0·50 +20%
84.53.0.01	Statistical and similar machines of a kind operated in conjunction with punched cards	KB	0·20 +20%
84.54.0.01	Rotary duplicating machines; multi-copying machines	KB	7·00 +30%
0.02	Addressing and similar machines	KB	7·00 +30%
0.99	Other office machines	KB	7·00 +30%
84.55.0.01	Parts and accessories (other than covers, carrying cases and the like) suitable for use solely or principally with machines of a kind falling within heading No. 84.51, 84.52, 84.53 or 84.54	KB	7·50 +30%
84.61.2.02	Gas-pressure reducing valves for use with compressed gas cylinders	KB	8·00 +20%
85.01.1	Electrical generators (dynamos and alternators) and rotary converters, of a power of:		
1.01	Not more than 100 Kw.	KB	0·20 +15%
1.02	More than 100 Kw.	KB	0·20 +15%
85.13.1.01	Telephone sets	KB	10·00 +25%
1.03	Automatic switchboards and exchanges	KB	3·00 +25%
2.01	Transmitters, including teleprinters	KB	5·00 +25%
2.02	Receivers, including teleprinters	KB	5·00 +25%
85.15.1.02	Transmitter-receivers for industrial use, duplex equipment and wave inverters and separators for such carrier wave apparatus, and high frequency apparatus	KB	5·00 +25%
2.01	Television transmitters and relays therefor	KB	10·00 +30%
90.17.1.01	Electro-diagnostic apparatus, such as electro-cardiographs, electro-encephalographs and the like	KL	10·00 +15%
1.02	Electro-therapy and diathermy apparatus	KL	10·00 +15%
1.99	Electro-medical apparatus: other	KL	10·00 +15%
90.18.1.03	Breathing apparatus	KB	5·00 +20%
90.20.1.01	Apparatus and auxiliary appliances based on the use of X-rays, including radiography apparatus	KL	3·00 +15%
1.02	Apparatus and auxiliary appliances based on the use of the radiations from radio-active substances	KL	3·00 +15%
1.03	X-ray generators and tubes	KL	3·00 +15%
1.04	X-ray screens	KL	3·00 +15%
92.04.0.01	Accordions, concertinas and similar musical instruments	Each	30·00 +30%

EXPORT ASSISTANCE PICK-A-BACK ARRANGEMENTS FOR EXPORTS

A booklet containing the names and addresses of firms who have offered to help other firms with export assistance is published by the Export Services Branch of the Board of Trade.

Copies may be obtained free from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 491, Telex 25977), or from any of the Board of Trade Regional Offices.

COLOMBIA

Import regulations

IT HAS BEEN reported by HM Embassy at Bogota that, by Resolution No. 6 of May 9, 1967, the following commodities have been transferred from the 'prohibited imports list' to 'prior licence'.

Tariff Heading	Description
03.01	Fish, fresh (live or dead), chilled or frozen:
A	Freshwater fish:
I	Live:
b	Other:
1	Carps
05.04	Guts, bladders and stomachs of animals (other than fish), whole and pieces thereof.
05.06	Sinews and tendons; parings and similar waste, of raw hides or skins
09.08	Nutmeg, mace and cardamoms:
A	Nutmeg and cardamoms
09.09	Seeds of anise, badian, fennel (corriander, cumin, caraway and juniper):
C	Other
09.10	Thyme, saffron and bay leaves; other spices:
B	Other
10.01	Wheat and meslin:
A	For consumption:
II	Spelt and meslin
10.02	Rye:
A	For consumption
10.07	Buckwheat, millet, canary seed and grain sorghum; other cereals:
A	For consumption
12.01	Oil seeds and oleaginous fruit, whole or broken:
H	Other:
II	Other:
e	Mustard seeds
15.05	Wool grease and fatty substances derived therefrom (including lanolin):
C	Other
15.09	Degras
15.10	Fatty acids; acid oils from refining; fatty alcohols:
B	Acid oils from refining
15.14	Spermacety, crude, pressed or refined, whether or not coloured
17.02	Other sugars, sugar syrups; artificial honey (whether or not mixed with natural honey); caramel:
D	Laevoluse and other sugars:
I	Invert sugars
F	Artificial honey (whether or not mixed with natural honey)
19.07	Bread, ships' biscuits and other ordinary bakers' wares, not containing sugar, honey, eggs, fats, cheese or fruit
25.05	Natural sands of all kinds whether or not coloured, other than metal-bearing sands falling within heading No. 26-01:
A	Silica and quartz sand:
I	Used in building:
II	With an iron-oxide content not exceeding 0·25%:
III	Other
B	Clayey sands and kaolinic sands
C	Felspathic sand
D	Other
29.25	Amide-function compounds:
B	Cyclic amides:
I	para Ethoxyphenylurea (dulcin) and other ureines suited for use as sweetening agents:
b	For other purposes
29.26	Imide-function compounds and imine-function compounds:
A	Imides:
I	Orthoimide (saccharin) and its sodium and ammonium salts:
b	For other purposes
36.01	Propellent powders
39.01	Condensation, polycondensation and polyaddition products, whether or not modified or polymerized, and whether or not linear (for example, phenoplasts, aminoplasts, alkyds, polyallyl esters and other unsaturated polyesters, silicones):
B	Mixed, prepared, modified or hardened:
VI	Waste and scrap
39.02	Polymerization and copolymerization products (for example polyethylene, polytetrahaloethylene, polyisobutylene, polystyrene, polyvinyl chloride, polyvinyl acetate, polyvinyl chloroacetate and other polyvinyl derivatives, polyacrylic and polymethacrylic derivatives, coumaroneindene resins):
B	Mixed, prepared, modified or hardened:
VI	Waste and scrap
39.03	Regenerated cellulose; cellulose nitrate, cellulose acetate and other cellulose esters, cellulose ethers and other chemical derivatives of cellulose, plasticized or not (for example, collodions, celluloid); vulcanized fibre:
B	Other:
VI	Waste and scrap
39.04	Hardened proteins (for example, hardened casein, and hardened gelatin):
B	Waste and scrap
39.05	Natural resins modified by fusion (run gums); artificial resins obtained by esterification of natural resins or of resinic acids (ester gums); chemical derivatives of natural rubber (for example, chlorinated rubber, rubber hydrochloride, oxidized rubber, cyclized rubber):
B	Chemical derivatives of natural rubber:
IV	Waste and scrap
40.12	Hygienic and pharmaceutical articles (including teats) of unhardened vulcanized rubber, with or without fittings of hardened rubber:
B	Prophylactics
40.15	Hardened rubber (ebonite and vulcanite) in bulk, plates, sheets, strip, rods, profile shapes or tubes; scrap, waste and powder of hardened rubber:
C	Waste, powder and scrap

GEEST LINE

FOR THE FAST DIRECT SERVICE

TWICE EVERY WEEK TO BARBADOS & THE WINDWARDS

Dominica 8 days ■ Barbados 9 days

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Head Office: Geest Industries Ltd., Spalding, Lincs. Tel: Spalding 3901
Grams: Geest, Telex, Spalding. Telex 32235
Port Offices: No. 2 Dock, Barry, Glamorgan. Tel: Barry 4121. Telex 49429
Albert Edward Dock, Preston, Lancs. Tel: Preston 29261. Telex 67642

Agents:

Killick, Martin & Company Ltd., Dunster House, Mark Lane, London, EC3. Tel: Mincing Lane 3190. Telex 29426
Killick, Martin (Southampton) Ltd., Havelock Chambers, Queens Terrace, Southampton. Tel: 28771 Telex 47633
A. H. Seale & Company Ltd., St. Martin House, Bull Ring, Birmingham, 5. Tel: Midland 9061
R. M. Beveridge & Company Ltd., 290 St. Vincent Street, Glasgow, C1. Tel: Central 3615/8. Telex 778118
54 Commercial Street, Dundee. Tel: Dundee 22131. 64 Constitution Street, Leith, Edinburgh. Tel: Leith 1567

Tariff Heading		Description
43.01		Raw furskins
44.06		Riven staves of wood, whether or not sawn on both sides, but not further worked
44.09		Hoopwood; split poles; piles, pickets and stakes of wood, pointed but not sawn lengthwise; chipwood; wood chips of a kind suitable for use in the manufacture of vinegar or for the clarification of liquids:
	B	Other
48.11		Wallpaper and lincrusta; window transparencies of paper:
	A	Wallpaper
49.08		Transfers (decalcomanias):
	B	Other
50.02		Raw silk (not thrown)
50.03		Silk waste (including cocoons unsuitable for reeling, silk noils and pulled or garnetted rags)
50.06		Silk-worm gut; imitation catgut of silk:
	B	Other
57.01		True hemp ('Cannabis sativa'), raw or processed but not spun; tow and waste of true hemp (including pulled or garnetted rags or ropes):
	A	Raw (in the straw whether or not retted); scutched or combed
57.07		Yarn of other vegetable textile fibres:
	A	Not put up for retail sale
59.08		Textile fabrics impregnated or coated with preparations of cellulose derivatives or of other artificial plastic materials:
	B	Other
59.11		Rubberized textile fabrics, other than rubberized knitted or crocheted goods:
	B	Of wool
62.05		Other made-up textile articles (including dress patterns):
	C	Dress patterns
68.11		Articles of cement (including slag cement) of concrete or of artificial stone (including granulated marble agglomerated with cement) reinforced or not
71.01		Pearls, unworked or worked but not mounted, set or strung (except ungraded pearls temporarily strung for convenience of transport):
	A	Unworked
71.02		Precious and semi-precious stones, unworked, cut or otherwise worked, but not mounted, set or strung (except ungraded stones temporarily strung for convenience of transport):
	B	Other:
	I	Unworked
71.03		Synthetic or reconstructed precious or semi-precious stones, unworked, cut or otherwise worked, but not mounted, set or strung (except ungraded stones temporarily strung for convenience of transport):
	A	Unworked
71.16		Imitation jewellery
73.32		Bolts and nuts (including bolt ends and screw studs), whether nor not threaded or tapped, and screws (including screw hooks and screw rings), of iron or steel; rivets, cotters, cotter pins, washers and spring washers, of iron or steel:
	B	Bolts and nuts, screws for metal, wood screws and coach screws:
	III	Wood screws
84.51		Typewriters, other than typewriters incorporating calculating mechanisms; cheque-writing machines:
	A	Typewriters:
	III	Other
85.12		Electric instantaneous or storage water heaters and immersion heaters; electric space heating apparatus; electric hair dressing appliances (for example, hair dryers, hair curlers, curling tong heaters) and electric smoothing irons; electro-thermic domestic appliances; electric heating resistors, other than those of carbon:
	D	Electric smoothing irons
87.09		Motor-cycles, auto-cycles and cycles fitted with an auxiliary motor, with or without side-cars; side-cars of all kinds:
	A	Motor-cycles, with or without side-cars
	B	Cycles fitted with an auxiliary motor
	C	Side-cars
88.01		Balloons and airships
88.02		Flying machines, gliders and kites; rotochutes:
	A	Not mechanically propelled
92.11		Gramophones, dictating machines and other sound recorders and reproducers, including record players and tape decks with or without soundheads:
	B	Sound reproducers:
	II	Coin operated gramophones
98.16		Tailors' dummies and other figures; automata and similar animated displays of a kind used for shop window dressing:
	A	Tailors' dummies and similar figures

JAMAICA

Import licensing arrangements

THE LIST of Exceptions to the Jamaican Open General Licence (see *Board of Trade Journal* of August 26, 1966, page 556) has been amended by the addition of the following new item:

146. Mechanical cranes (other than floating cranes).

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.*2 (*Monarch* 6699). *The department has* 19 *local offices in various parts of the United Kingdom. A list was given on page* 556 *of the* Board of Trade Journal, *February* 24, 1967.

IRISH REPUBLIC

Import quota on tyres

THE GOVERNMENT of the Irish Republic have made an Order entitled the 'Control of Imports (Quota No. 54) (Pneumatic Tyres) Order, 1967', under the Control of Imports Acts, 1934 to 1964. The Order, which came into effect on May 27, 1967, prohibits the importation, save under licence, of pneumatic tyres of United Kingdom manufacture for use on mechanically propelled vehicles other than bicycles and tricycles. The first quota period under this Order will commence on July 1, 1967. Details of the size of the quota will be published in the *Board of Trade Journal* as soon as possible.

Increase in duties on tyres

THE GOVERNMENT of the Irish Republic have made an Order entitled the 'Imposition of Duties (No. 161) (Pneumatic Tyres) Order, 1967' under the Imposition of Duties Act, 1957, and the Finance Act, 1932. The Order, which came into effect on May 27, 1967, increases the minimum specific duties on pneumatic tyres at tariff heading 40.11(A) imported from countries other than the United Kingdom from 12s. 6d. to £3 per tyre. The alternative rates of 45 per cent remain unchanged and the duty applicable is whichever is the greater in each case. The duties on goods of United Kingdom manufacture remain unchanged.

Inquiries relating to these notices should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 449/450).

PORTUGAL

Compulsory technical regulations

THE PORTUGUESE *Diario do Governo*, First Series, No. 53 of March 3, 1967, published Decree Law No. 47,575 providing for the inspection of machine tools for metal working (BN 84.45) to ensure that they comply with the standards required.

After July 1, 1967, machine tools covered by the provisions of this decree and Ordinances Nos. 22604 and 22606 relative thereto will only be allowed to be imported against presentation of certificates of acceptance by the Standards Centre (Centro de Normalização), who will carry out the work of inspection and checking.

Inquiries about this notice and requests for information about the standards to be adopted in conformity with the new regulations should be addressed in the first instance to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.1 (Tel. City 5757, Ext. 460 or 462). Copies of all overseas standards can normally be purchased, or obtained on loan, from the Librarian, British Standards Institution, 2 Park Street, London, W.1, or telephone Mayfair 9000.

FINLAND

Textile items

THE FINNISH AUTHORITIES have announced that as from June 1, 1967, the following textile items will be deleted from Annex I of the FINEFTA Agreement:

Tariff heading No.	*Commodity*
58.01	Carpets, carpeting and rugs, knotted (made up or not).
59.17	Textile fabrics and textile articles, of a kind commonly used in machinery or plant.
61.05	Handkerchiefs.
62.02	Bed linen, table linen, toilet linen and kitchen linen; curtains and other furnishing articles.

This will mean that on June 1 these items will revert to the normal timetable of tariff reductions, viz. 10 per cent of the base rate until the end of 1967 and free thereafter.

DENMARK

Added value tax

ON JULY 3, 1967, Denmark will introduce AVT. The new tax will *not* apply to the Faroe Islands or to Greenland.

The reasons for adopting AVT are:

(a) to replace the present general sales tax from which there are many exceptions.

(b) to conform with the system which the EEC countries have agreed to adopt in 1970.

Goods and services affected

AVT is payable on virtually all *goods* (both new and second-hand), including gas, water, electricity and heating, which are treated as being goods.

A large range of commercial and consumer *services* will be liable to AVT.

AVT is not payable on such items as:

ships over 20 tons (but not yachts);

aircraft (but aircraft used for sport are not excepted); and

newspapers.

Rate of tax

On goods imported the rate of tax is 7 per cent at the time of importation. On transactions within Denmark the rate is 10 per cent.

Method of operation

The basic principle is that:

(a) the seller adds 10 per cent to the invoice when he sells the goods;

(b) the buyer pays to the seller the tax shown on invoice, and if he is also a seller he adds 10 per cent in the same way to the invoice of his own sale;

(c) undertakings must render an account to the Customs Authorities after each quarter in respect of the tax on their sales, minus the tax already paid on their purchases; and

(d) the final consumer will pay tax on the full value of the goods.

Other points of note

(a) The tax (like the United Kingdom Purchase Tax) will not apply to goods exported from Denmark.

(b) When goods are transported direct from overseas to a buyer in Denmark, AVT is not payable on the cost of transport.

All inquiries arising from this tax change should be referred to Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel 01-248 5757, Ext. 458, 459 and 461).

EUROPEAN ECONOMIC COMMUNITY

Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
91/166	On the selecting of farm units for the purpose of determining incomes on agricultural holdings	1s. 6d. (1s. 9d.)
165/66	On price measures to be applied in respect of olive oil for the 1966/1967 season	5d. (8d.)
166/66	On the levies applicable to refined olive oil and to certain products containing olive oil	1s. 0d. (1s. 3d.)
167/66	On refunds and levies applicable to olive oil export	8d. (11d.)
172/66	Fixing coefficients of equivalence of the different varieties and qualities of olive oil which has not undergone a refining process	8d. (11d.)
173/66	On the determination of the c.i.f. price and the free-at-frontier price of olive oils which have not undergone a refining process, and on the fixing of the levies applicable to such products	10d. (1s. 1d.)
179/66	Fixing reference prices for sweet oranges	8d. (11d.)

Three members of the Inward Trade Mission from Belgium to the British Hand Tool Industry at the works of James Neill & Co. (Sheffield) Limited. From left to right: Mr. C. W. M. Wilson, First Secretary (Commercial), British Embassy, Brussels; Mr. Michel Jankelevitch, Mr. Koppens, of 'L'Echo de la Bourse', a Belgian financial newspaper.

BELGO-LUXEMBOURG ECONOMIC UNION

Import duty tariff quotas

A BELGIAN Ministerial Order of May 19, 1967 (*Moniteur Belge* No. 99 of May 26) contains an addition (reproduced below) to the list of goods to be admitted at a reduced rate of import duty during 1967 up to an annual quota specified against each item when imported from non-EEC countries.

Goods imported under a duty tariff quota may *NOT* be re-exported from the Belgo-Luxembourg Economic Union in the condition in which they were imported.

The Order came into force with retroactive effect from January 1, 1967.

ADDITION

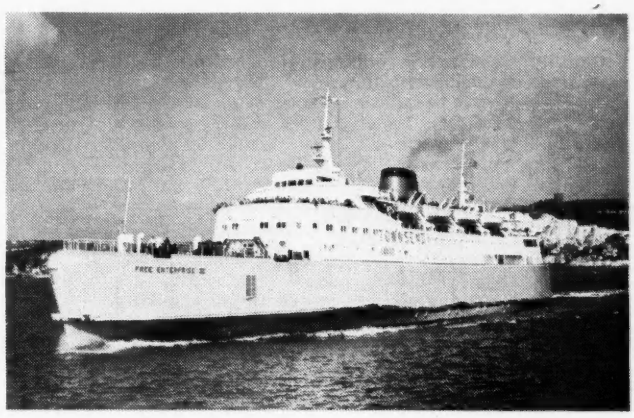
Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)		Reduced Duty (Per cent	
		OLD (Prior to Jan. 1, 1967)	NEW (From Jan. 1, 1967)	OLD (Prior to Jan. 1, 1967)	NEW (From Jan. 1, 1967)
77.01 A	Unwrought magnesium	580	291*	1·5	1·5

*Quota for the period from January 1, 1967, to July 31, 1967, inclusive.

A previous notice on the Belgo-Luxembourg Import Duty Tariff Quotas was published in the *Board of Trade Journal* of May 5, 1967, page 1164.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*



Left: Against the backdrop of the famous white cliffs these vehicles are seen at Dover awaiting shipment to the Continent aboard Townsend Car Ferries' roll-on, roll-off ships. The freight consignments for Calais, on the right, can be carried in either the 'Free Enterprise I' or the 'Free Enterprise II', while the caravan for export to Zeebrugge, on the left, will be taken in the 'Free Enterprise III', which entered service on the Dover-Zeebrugge route in January. Townsend estimate that their freight traffic to the Continent will increase this year by more than 600 per cent to a total of 17,500 movements. The Zeebrugge route is expected to play the predominant role because of its ready access to the European motorway system. The picture on the right shows the 'Free Enterprise III' leaving Dover for Zeebrugge. Vehicles with an all-up weight of 30 tons and a headroom of 14 ft. 9 in. can be carried in this ship.

BELGIUM

Transmission tax surcharge on imported goods

A BELGIAN ROYAL DECREE of May 17, 1967 (*Moniteur Belge* No. 98 of May 25), contains a revised list of goods upon which Transmission Tax Surcharge is payable upon import into Belgium. The Decree is effective from May 28, 1967.

Certain new items have been added to the list; the rate of surcharge on some items has been changed (mostly increased), whilst for others the rate has remained unchanged.

The text of the above-mentioned Decree (in French) may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479).

Note:

The Transmission Tax Surcharge is additional to the basic transmission tax. This surcharge is levied on certain specified imported goods in order to reduce any difference in burden that may arise between taxation on imported goods and taxation on goods manufactured in Belgium.

FRANCE

Imports of fish from Britain under negotiated quotas

THE FRENCH *Journal Officiel* of May 27 announced the opening of the remainder of the quotas for the following products, originating in and imported from Britain, appearing on List B of the Franco-British trade agreement of January 27, 1967:

Quota No.	Tariff No.	Products
1	Ex 03.01	Fish, fresh, chilled or frozen: The balance of the quota, now opened, is half the annual quota for 1967. Import licence applications must be accompanied by a pro forma invoice in duplicate, dated, issued by the British exporter, bearing his stamp and signature and specifying in full the types and qualities of the fish.
2	03.02 B II a ex 2	Fillets of smoked cod: The balance of the quota, now opened, is three-quarters of the annual quota for 1967.

Import licence applications on Form AC and accompanied by pro forma invoices, must reach the Direction Générale des Douanes et Droits Indirects, Division des Autorisations Commerciales (importations), 8 rue de la Tour-des-Dames, Paris, 9e before 11.30 am on June 30, 1967. Applications will be examined simultaneously.

Applications for licences may include all types of fish in the above table under their respective headings. However, for species of fish subject to the minimum price regime and which were the subject of a notice in the *Journal Officiel* of January 29, 1967 to importers of certain saltwater fish originating in and imported from foreign countries other than member countries of the European Economic Community, imports will not be allowed except at the permitted price levels and by the methods laid down in the said notice.

Details of the notice of January 29 were published in the *Board of Trade Journal* dated February 10, page 1967.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E.13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479/480).

Import duties

THE FRENCH *Journal Officiel* of May 26, 30 and 31, 1967, in various notices to importers of certain processed foodstuffs, announced that from June 1, 1967, imports of the products listed below will be subject to a new import tariff régime which will take account of the cereal, milk and sugar content of the foods in question. In future, to the *ad valorem* import duty, the amount of which is fixed by an arreté of the Ministre de l'économie et des finances, will be added an additional mobile element for each sub-heading, the rate of which is fixed quarterly, by a notice to importers. Refunds will be

(*Continued on next page*)

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. 01-248 5757, Ext. 368 or Telex No. 25977).

FRANCE, *continued*

effected by the Customs administration in the same manner as for refunds of the customs duty.

The French text of all three notices, giving in full detail the headings, the duty, the variable levies and the methods to be used for establishing the commodity content, may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479/480).

Tariff No.	Description
Ex 17.04	Sugar confectionery not containing cocoa:
B	Chewing gum.
C	Other.
18.06	Chocolate and other food preparations containing cocoa.
19.01	Malt extract.
19.02	Preparations of flour, starch or malt extract of a kind used as infant food or for dietetic or culinary purposes, containing less than 50% by weight of cocoa.
19.03	Macaroni, spaghetti and similar products.
19.04	Tapioca, including tapioca substitutes obtained from potato starch.
19.05	Prepared foods obtained by the swelling or roasting of cereals or cereal products (puffed rice, corn flakes and similar products).
19.06	Communion wafers, empty cachets of a kind suitable for pharmaceutical use, sealing wafers, rice paper and similar products.
19.07	Bread, ships' biscuits and other ordinary bakers' wares, not containing sugar, honey, eggs, fats, cheese or fruit.
19.08	Pastry, biscuits, cakes and other fine bakers' wares, whether or not containing cocoa in any proportion.
21.01	Roasted chicory and other roasted coffee substitutes:
Ex A	Roasted coffee substitutes other than roasted chicory.
Ex B	Extracts of roasted coffee substitutes other than extracts of roasted chicory.
21.06	Natural yeasts (active or inactive), prepared baking powders:
A	Natural yeasts (active):
Ex II	Other:
	Prepared baking powders.
Ex 21.07	Food preparations not elsewhere specified or included, containing sugar, milk products, cereals or products with a cereal base.
Ex 22.02	Beverages with a milk base.
Ex 35.05	Dextrins and dextrin glues; soluble or roasted starches, starch glues.
B	Dextrin and starch glues.

Modifications to French customs tariff

THE FRENCH *Journal Officiel* of May 17 announced the following amendments to the French customs tariff:

Tariff No.	Description	Tariff rate Per cent
01.02	Live animals of the bovine species including buffalo:	
A.	Of domestic species:	
II.	Other than pure bred for breeding:	
(b)	Other than bulls:	
(2)	Other than for slaughter	16% (1) (5)
	(1) This footnote has not been amended.	
	(5) The duty is reduced to 6% until December 31, 1967, inclusive, for heifers and cows of the following mountain breeds, grey, brown, yellow and pied of Simmental and Pinzgau breeds, imported under a quota, the amount and conditions of which have been stipulated by the competent authorities.	
03.02	Fish, salted, in brine, dried or smoked:	
A.	Salted, in brine or dried:	
I.	Whole, headless or sliced:	
c.	Sardines and others:	
2.	Not specified	
y.	Other	21% (1) (2) (3)
	(1) (2) Duty will be suspended until December 31, 1967, for anchovies (Eugralis s.p.p.) salted or in brine, in containers of more than 10 kg. in weight, (2) will be reduced to 15% for anchovies in containers of less than 10 kgs.	
	(3) Duty will be reduced to 15% from January 1, 1968, for anchovies salted or in brine.	
12.01	Oil seeds and oleaginous fruit, whole or broken:	
B	Copra	Free
C	Palm nuts and kernels	Free
17.03	Molasses, whether or not decolourized:	
B	Other than decolourized:	
IV	Not specified	53% (2)
	(2) The duty is reduced to 30% until June 30, 1967, inclusive, for molasses of types other than those used for manufacturing sugar and subject to conditions stipulated by the competent authorities.	

Colouring materials used in foodstuffs

THE FRENCH *Journal Officiel* of May 20 published an order amending the current regulations on the use of colouring materials used in foodstuffs.

The modifications include lists of acceptable colouring materials for use in foodstuffs and lay down purity standards for the colourants used.

The full French texts of these notices may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479/480).

Liberalization of imports

THE FRENCH *Journal Officiel* of May 31 announced the liberalization of certain goods when imported from and originating in the member countries of the former Organization for European Economic Co-operation, their dependent overseas territories, the United States and Canada. The list of non-liberalized items (List I) published in the *Board of Trade Journal* of May 6, 1966 (pages 1028-1031) should be amended by deleting the following items which have been liberalized with effect from June 1, 1967.

Tariff No.	Description
Ex 17.04 C	Sugar confectionery not containing cocoa.
18.06	Chocolate and other food preparations containing cocoa.
19.05	Prepared foods obtained by the swelling or roasting of cereals or cereal products (puffed rice, corn flakes and similar products).
19.07	Bread, ships' biscuits and other ordinary bakers' wares, not containing sugar, honey, eggs, fats, cheese or fruit.
19.08	Pastry, biscuits, cakes and other fine bakers' wares, whether or not containing cocoa in any proportion.
Ex 21.01	Roasted chicory and other roasted coffee substitutes; extracts, essences and concentrates thereof:
A	Roasted coffee substitutes other than roasted chicory.
The following item should be amended to read:	
Ex 21.07	Food preparations not elsewhere specified or included:
Ex C	Other than powders, for puddings, desserts, etc. and other than products containing sugar, milk products, cereals or products with a cereal base.

Import procedures

THE FRENCH *Journal Officiel* of May 31 relates also to import procedures for these liberalized goods and certain other goods as follows:

Imports of products listed in Annex I below are subject to procedures as stated in Chapter I, section 1, article 4 of the arrete of January 30, 1967 (published in the *Journal Officiel* of January 31). Importers are reminded that under the provisions of the present notice they must still conform to the sanitary, technical and misrepresentation regulations.

The liberalized products listed at Annex II (below) are subject to technical visas. Details concerning this procedure are set out in the French *Journal Officiel* of April 5, 1966.

ANNEX I

Tariff No.	Description
Ex 17.04	Sugar confectionery not containing cocoa:
B	Chewing gum.
C	Other.
18.06	Chocolate and other food preparations containing cocoa.
19.01	Malt extract.
19.02	Preparations of flour, starch or malt extract of a kind used as infant food or for dietetic or culinary purposes, containing less than 50% by weight of cocoa.
19.03	Macaroni, spaghetti and similar products.
19.04	Tapioca including tapioca substitutes obtained from potato starch.
19.05	Prepared foods obtained by the swelling or roasting of cereals or cereal products (puffed rice, corn flakes and similar products).
19.06	Communion wafers, empty cachets of a kind suitable for pharmaceutical use, sealing wafers, rice paper and similar products.
19.07	Bread, ships' biscuits and other ordinary bakers' wares, not containing sugar, honey, eggs, fats, cheese or fruit.
19.08	Pastry, biscuits, cakes and other fine bakers' wares, whether or not containing cocoa in any proportion.
21.01	Roasted chicory and other roasted coffee substitutes:
Ex A	Roasted coffee substitutes other than roasted chicory.
Ex B	Extracts of roasted coffee substitutes other than extracts of roasted chicory.
21.06	Natural yeasts (active or inactive) prepared baking powders.
A	Natural yeasts (active):
Ex II	Other:
	Prepared baking powders.
Ex 21.07	Food preparations not elsewhere specified or included containing sugar, milk products, cereals or products with a cereal base.
Ex 22.22	Beverages with a milk base.
Ex 35.05	Dextrins; soluble or roasted starches, starch glues:
B	Dextrin and starch glues.

ANNEX II

Products for which technical visas are required

Tariff No.	Description
	Ministere de l'Agriculture, 78 rue de Varenne, Paris 7e.
Ex 21.07	Food preparations not elsewhere specified or included: Containing sugar, milk products, cereals or products with a cereal base.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479/480).

FEDERAL REPUBLIC OF GERMANY

Ordinance on pesticides, herbicides, and storage protecting agents

AN ORDINANCE regulating maximum admissible quantities of pesticides, herbicides and storage protecting agents in foodstuffs of vegetable origin has been published by the Federal German Government and will come into effect on January 1, 1968. An English translation of the ordinance is available from Tariff Section, Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, E.C.4 (Tel. 01-248 5757, Ext. 449).

SPAIN

Suspension of customs duties

IN THE *State Gazette* of May 10 the Spanish authorities announced the extension of the Import Duty suspension on Soya Beans (Tariff heading 12-01.B3) until July 30, 1967.

Customs tariff

IN THE *State Gazette* of May 27, the Spanish authorities announced modifications to the following sub-heading of their customs tariff, and the revised import duties are as follows:

Tariff heading	Description	Definitive Duty	Transitory Dut
25-23	Portland cement, ciment fondu, slag cement, super-sulphate cement and similar hydraulic cements, whether or not coloured or in the form of clinker	10%	10%

Home Tax Compensation Levy

IN THE *State Gazette* of May 29, the Spanish authorities announced the following amendments in the Home Tax Compensation Levy:

Tariff heading	Description	Home Tax Compensation Levy
07-02	Vegetables (whether or not cooked), preserved by freezing	10%
08-10	Fruit (whether or not cooked), preserved by freezing, not containing added sugar	10%
40-10	Transmission, conveyor or elevator belts or belting of vulcanized rubber	12%
42-03	Articles of apparel and clothing accessories, of leather or of composition leather:	
A	Articles of apparel	11%
B	Special individual protective articles and equipment for all trades	11%
82-14	Spoons, forks, fish-eaters, butter-knives, ladles and similar kitchen or tableware:	
B	Of iron or steel, coated or not	14%
C	Of copper, coated or not	14%
D	Of other base metals	14·5%

SYRIA

Restriction of some imports

THE BRITISH EMBASSY in Damascus have reported that under Decree No. 254 of April 24, 1967 the following products have been added to the list of prohibited imports:

Tariff No.	*Commodity*
70/4/b	Unworked glass intended for the factory construction
70/14/a/2	Illuminating glassware intended for the manufacture of chandeliers, even when semi-finished
70/14/a/3a	Diffusers for lanterns

The following have been removed from the prohibited imports list:

84/35	Spare parts for printing machines on condition that the parts do not themselves constitute a complete machine
32/9	Varnish for leather.

MALTA

Tariff amendments

THE BOARD OF TRADE have received a copy of the Malta Government *Gazette* No. 12,020 of May 26, 1967, which contains an Act to amend the Import Duties Act of 1964. It provides for the following amendments:

Item No.	Description of Goods	Tariff	
		General	Preferential
22.05	Wine of fresh grapes; grape must with fermentation arrested by the addition of alcohol:		
	(A) Imported in casks or tanks:		
	(1) Not exceeding 15% of alcohol in 100 parts by volume of dutiable liquid at 20 centigrade	245s. per hectolitre	240s. per hectolitre
	(2) Not exceeding 24% of alcohol in 100 parts by volume of dutiable liquid at 20 centigrade	310s. per hectolitre	310s. per hectolitre
	(3) Exceeding 24% of alcohol in 100 parts by volume of dutiable liquid at 20 centigrade	465s. per hectolitre	465s. per hectolitre
	(B) Imported in bottles:		
	(1) Still	295s. per hectolitre	290s. per hectolitre
	(2) Sparkling	220s. per hectolitre plus 2s. per ¼ litre or part thereof	215s. per hectolitre plus 2s. per ¼ litre or part thereof

All inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

SIERRA LEONE

Brussels Nomenclature tariff

THE BOARD OF TRADE have received telegraphic information that the Sierra Leone Government have announced the introduction of the Brussels Nomenclature system of customs classification with effect from June 1.

It is understood that the old tariff classifications will be permitted for some time, but exporters should use new classifications as soon as possible.

The new schedules of import duties are now available, but because of their length it would not be practicable to reproduce them in the *Board of Trade Journal*. Copies may, however, be inspected at Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472), to whom inquiries about the new classification should be addressed.

ZAMBIA

Import of books by post

A NOTICE was published in the *Board of Trade Journal* on April 14 announcing that the restrictions on imports by parcel post would not apply to books sent under book post, i.e., one volume limited to 6½ lb. in weight.

The Zambian authorities have now informed us that no restrictions will be placed on books sent as printed papers. Books despatched in accordance with the Post Office regulations for printed papers, including bulk postings, may therefore continue to be sent by post to Zambia.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

MALAGASY REPUBLIC

Global quotas

THE *Journal Officiel* of the Malagasy Republic dated May 13, 1967, published details of the global import quotas for the six months commencing April 1, 1967. These are given below:

1. List of goods for which quotas are administered by the Department of Economic Affairs, External Trade Service:

Quota No.	Description	Quotas (in French francs)
1	Milk and butter	116,600
4	Whisky and gin	124,000
5	Sugar and confectionery	35,000
6	animals on the hoof; fish, crustaceans, molluscs; edible vegetables, plants, roots and tubers; malt; hops; agar-agar and other natural mucilages and thickeners extracted from vegetable materials; fats and oils excepting edible fats and oils; white pepper; tinned fish; miscellaneous edible preparations	699,400
7	Tobacco, raw	1,166,600
	Tobacco, manufactured	408,300
8	Hydraulic cements	583,300
9	Gypsum; coal, lignite and coke; iron, cast-iron and steel, except kitchenware; non-ferrous metals	4,316,600
10	Petroleum products	23,333,300
11	Pharmaceutical products, colouring matters and insecticides	1,662,500
12	Plastics materials	320,800
13	Rubber, tyres, inner-tubes, etc.	554,100
14	Inorganic and organic chemical products; fertilizers; tanning extracts except colouring matters; surface-active agents; dental wax; sensitized unexposed film, sensitized exposed film; miscellaneous products of the chemical industry except insecticides	1,633,300
	Matches	175,000
15	Woven fabrics of cotton, except unbleached, weighing less than 500 grammes per sq. metre; synthetic or artificial fibres (discontinuous)	816,600
18	Hosiery and knitted goods	116,600
19	Domestic ware, tools and cutlery; miscellaneous articles of base metals except storm lanterns	210,000
20	Refrigerating equipment; industrial sewing machines; calculating and similar machines, with parts; other consumer goods from Chapter 84; other consumer goods (electrical apparatus) from Chapter 85	1,113,900
21	Non-electrical machinery and mechanical appliances; electrical machinery and mechanical appliances; railway equipment; aircraft and flying equipment; ships, boats and floating structures; optical, measuring, checking, precision instruments, medical and surgical furniture	11,433,300
22	Tractors other than those mentioned below; tractors, tracked and wheeled	3,000,000
	Motor vehicles for the transport of persons; chassis fitted with engines for passenger-carrying motor vehicles	375,000
	Goods-carrying vehicles; special-purpose vehicles; chassis other than those for passenger-carrying vehicles; trailers	3,000,000
	Car bodies, chassis and spare parts for vehicles included in Tariff Nos. 87-01 to 87-03 inclusive	2,297,750
23	Motor-cycles	40,830
	Cycles- motor-assisted	58,330
	Cycles	20,420
	Spare parts and accessories for vehicles included in Tariff Nos. 87-09 to 87-11 inclusive	75,830
24	Products of animal origin, n.e.s., skins and hides; wood in the rough, roughly squared, sawn; books, newspapers, periodicals, illustrated publications; synthetic or artificial textiles (continuous); cotton yarn and thread; yarn of man-made fibres (discontinuous); jute, raw or processed, but not spun; hats, hat-shapes and bodies; glass and glassware; brushware; paper and paperboard and products therefrom; silk	4,232,100
	Ceramic articles other than crockery and household articles	43,700
	Synthetic or artificial woven fabrics (continuous); wool, animal or horse hair; flax and ramie	145,800

2. List of goods for which quotas are administered by the Provincial Department of Economic Affairs:

A. *General goods:* Allocated thus: Diego-Suarez . 10% Fianarantsoa . 19% Majunga . 13% Tamatave . 18% Tananarive . 30% Tulear . 10%

Quota No.	Description	Quota values (French francs) 100%
1	Dairy produce, butter, cheese, milk	338,300
3	Beer	116,600
4	Ordinary and sparkling wines, liqueur wines; alcohols and liqueurs other than whisky and gin; whisky and gin	551,200
5	Other sugars and confectionery; cocoa and cocoa preparations; preparations of cereals	110,800
	Eggs and honey; tea; mate and spices; fats and oils excepting edible oils	452,000
6	Preparations of meat, fish, crustaceans, etc., of vegetables, fruits or other parts of plants; miscellaneous food preparations	245,000
9	Iron, cast-iron, steel except kitchenware; non-ferrous metals	641,600
11	Colouring matters and insecticides	87,500
12	Plastics materials	87,500
14	Polishing waxes and creams for shoes; metal polishes; modelling clays/pastes; photographic and cinematographic products; albumenoidal substances and glues; explosives and explosive powders, except matches; perfumery products	189,500
17 and 18	Clothing and accessories, tarpaulins, sails, blinds, tents and camping goods	236,200
19	Domestic ware, tools and cutlery; miscellaneous articles in common metals	1,094,100
20	Ventilators; domestic refrigeration, air-conditioning and heating apparatus; domestic sewing-machines with spares; typewriters, calculating machines, cash registers, duplicating and photo-copying machines and spares; other consumer goods from Chapter 84; domestic electric apparatus; batteries; domestic radio apparatus and spares; other electrical consumer goods of Chapter 85; lenses, spectacles, spectacle frames, binoculars; photographic and cinematographic apparatus; other consumer goods of Chapter 90; watches and clocks; arms and ammunition except those for military use	3,067,900
24	Raw vegetable materials for use in dyeing; vegetable plaiting and carving materials; residues and wastes from food industries, animal fodder; leather goods, etc.; wood and wood articles, except tropical essences; esparto and wicker-work; man-made fibres, continuous, except yarn of man-made fibres put up for retail sale, and woven fabrics; cotton yarn for retail sale; carpets, tapestries, velours, etc.; waddings and felts, etc.; other made-up textile articles except blankets, jute bags, sails, blinds, etc.; footwear; umbrellas; stone articles, etc.; table crockery, domestic ware in porcelain and other ceramic materials; feathers and down; glass and glassware; real pearls, etc.; musical instruments; furniture and beds, except medical/surgical furniture; brushware, artists' brushes, brooms, feather dusters; toys, games, sportware; miscellaneous goods	2,500,000
	Other ceramic products except tableware and domestic ware	300,000
	Silk, synthetic or artificial textiles, continuous; flax and ramie	472,500

B. *Fabrics:* Allocated thus: Diego-Suarez . 10% Fianarantsoa . 16% Majunga . 13% Tamatave . 15% Tananarive . 26% Tulear . 20%

Quota No.	Description	Quota values (French francs) 100%
15 and 16	Cotton woven fabrics, except unbleached, weighing less than 500 grammes per square metre; synthetic and artificial fibres, discontinuous	4,899,900

C. *Woollen fabrics and blankets:* Allocated thus: Diego-Suarez . 10% Fianarantsoa . 22% Majunga . 11% Tamatave . 14% Tananarive . 30% Tulear . 13%

Quota No.	Description	Quota values (French francs) 100%
16	Blankets	233,300
24	Wool, animal or horse hair	46,600

Inquiries regarding this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

REPUBLIC OF SOUTH AFRICA

Customs tariff applications

CUSTOMS TARIFF APPLICATION LIST No. 435, published in the South African *Government Gazette* of May 26, contains applications to the Board of Trade and Industries for increases in duty on:

1. Varnished, lacquered or enamelled copper wire insulated with synthetic resin varnish, of a diameter of 0.002 inches or more and less than 0.01 inches, by 15 per cent *ad valorem*.
2. Fractional horse-power electric motors by:
   (a) Substitution of the provision under tariff sub-heading 85.01.20.10 by the following:
   Fractional horse-power motors, of not less than 37.3 watts, of voltage from 200 to 500, 2-pole, 4-pole, 6-pole and 8-pole asynchronous (excluding repulsion induction motors, motors equipped with brakes and clutches, motors with adjustable speeds and 2/18-pole dual speed motors); and
   (b) Substitution of the provision under tariff sub-heading 85.01.30.10 by the following:
   Single-phase, fractional horse-power of not less than 37.3 watts, of voltages from 100 to 250, 2-pole, 4-pole, 6-pole and 8-pole asynchronous (excluding motors marked or identifiable as flame-proof or explosion-proof, submersible motors, a.c. commutator motors and synchronous motors, repulsion induction motors, motors equipped with gearboxes, motors equipped with brakes and clutches, motors with adjustable speeds and 2/18-pole dual speed motors).

Those British trade organizations thought to be interested in the

applications are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the applications, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference (1) CRE 1310/67, or (2) CRE 1311/67.

INDIA

Budget 1967/68

THE INDIAN Finance Minister presented his Budget for 1967/68 on May 25. The main objectives are to improve the food supply, arrest inflation, revive industrial activity, reverse the decline of exports and restore conditions permitting growth with price stability. The main proposals include:

(1) Reduced export duties:
- (a) On jute sacking (other than cotton bagging) from 600 to 450 rupees per tonne.
- (b) On jute carpet backing and jute specialities from 900 to 600 rupees per tonne.
- (c) On other jute hessians from 900 to 750 rupees per tonne.
- (d) On manganese ore (having 10 per cent or more but not more than 48 per cent manganese content) from 20 to 12.50 rupees per tonne.
- (e) Iron ore-fines (including blue dust) from 5 to 4 rupees per tonne.
- (f) The existing specific rates of export duty on tea which relate to values are to be replaced by *ad valorem* levies and a reduction of 24 paise per kilogramme is to be made in order to neutralize the excise duty increases.

(2) The main changes in company taxation are:
- (a) The concessional rate of 45 per cent will be extended to companies having an income of 50,000 rupees as against the present 25,000 rupees.
- (b) Hotels are to be treated as priority industries and new buildings are to be given an initial depreciation allowance of 25 per cent.
- (c) Other concessions are to be made to improve tax holidays for new industries, to encourage company mergers, the employment of Indians repatriated from Burma, Ceylon, the Far East and Africa and to promote scientific research.

(3) The following procedural changes are to be made:
- (a) Retrospection in tax assessment is to be abandoned in favour of prospective assessment.
- (b) The use of total income to calculate tax rebates is to be replaced by the deduction of the income qualifying for the rebate.
- (c) Tax on interest on deposits and loans is to be deducted at source as is tax on salaries and dividends.

(4) Changes in excise duties:
- (a) Duties have been raised on coffee, tea and jute manufactures (offset in the case of exports by reductions of the export duty).
- (b) Duty has been re-imposed on footwear and raised on cigarettes, tobacco, petroleum products (leaving the price of kerosene unchanged), on cotton yarns, rayon and synthetic fibres, aluminium ingots, plates, etc. (producers of rayon, synthetic fibre and aluminium products will be required to absorb the increases without raising prices).

(5) Changes in import duties are limited to changes in countervailing excise duties.

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7878, Ext. 2277).

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 127, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2653/6) and not to Her Majesty's Stationery Office.*

CEYLON

Tariff amendments

THE CEYLON GOVERNMENT *Gazette Extraordinaries* No. 14747/4 of May 11, 1967, and No. 14748/1 of May 12, 1967, contain orders made by the Minister of Finance announcing changes in the rate of duty on the items listed below.

The new duties became effective as from midnight of May 11/12, 1967.

Article	Tariff	
	Preferential	General
Specified industries:		
Raw materials including components (other than containers and packing materials) imported on Actual User Licences, for use in such industries as may be specified by notification published in the *Gazette* by the Principal Collector of Customs in consultation with the Director of Industrial Development:		
Group One Industries (See end of Notice) .	—	Free
Group Two Industries (See end of Notice) .	5%	15%
Group Three Industries (See end of Notice) .	20%	30%
These concessionary rates of duty will not apply to any item included in the list of excluded items which may be notified in the *Gazette* by the Principal Collector of Customs in consultation with the Director of Industrial Development.		
Industrial machinery, being:		
(i) Machinery of every description, operated by power of any description, and not elsewhere specified, such as is used in any industrial process including the generation, transmission and distribution of power, the extraction of minerals and timber, construction of buildings, roads, dams, bridges and similar structures, or in the manufacture of goods.	10%	20%
(ii) Component parts, including spare parts, of machinery, as defined in item (i) above, which have been given some special shape, size, and quality essential for use as such.		
(iii) Apparatus and appliances not elsewhere specified, specially adapted for use in conjunction with machinery as defined in item (i) above.		
(iv) Component parts including spare parts of machinery as defined in item (iii) above which have been given some special shape, size, and quality essential for use as such.		
(v) Mechanical and electrical control and transmission gear adapted for use in conjunction with machinery as defined in item (i) above, including belting of all types designed for use with machinery, driving chains, switch-boards, switches and/or fuses assembled in iron-clad cases with impregnated paper, electrical earthenware and porcelain, not elsewhere specified.		
(vi) Component parts including spare parts of goods enumerated in item (v) above).		

The industries specified in Group One, Group Two and Group Three are as follows:

GROUP ONE

Agricultural machinery including tractors, disctillers, hay balers, maize shellers, monkey grabbers, monkey jacks, paddy winnows, reapers, reaper binders, self-propelled combined harvesters, threshers, tractor harrows, tractor manure machines and distributors, tractor ploughs, tractor seed drills, tractor hay mowers, billhooks, earth augers, mattocks and scythes and parts thereof
Agricultural implements and tools including water pumps
Artificial dentures
Atomizers, sprayers and equipment and parts thereof
Audiometers and hearing aids
First aid outfits
Fishing equipment and component parts thereof
Hotwater bottles
Incubators and parts thereof
Infants' and invalids' foods other than milk foods
Infants' feeding bottles
Invalid chairs
Poultry farming apparatus
Sports materials
Teats (feeding bottle), wholly or mainly of rubber
Outboard motors
Marine diesel engines and spare parts thereof

GROUP TWO

Food, beverages and tobacco
- Preserving of meat
- Manufacture of dairy products
- Canning and preserving of fruits and vegetables
- Canning and preserving of fish and other sea foods
- Manufacture of grain mill products
- Sugar refining
- Cocoa, cocoa butter and cocoa liquor
- Margarine
- Yeast

Manufacture of textiles, weaving apparel and made-up goods
- Spinning, weaving and finishing including warp knitting and hosiery

Manufacture of chemical and chemical products
- Acetic acid
- Caustic soda
- Chlorine

(*Continued on next page*)

CEYLON, *continued*

Bleaching powder
Fertilizer
Hydrochloric acid
Industrial alcohol (methylated spirits)
Oxygen
Tanning extract manufacture
Vegetable and animal oils and fats
Agricultural chemicals (insecticides, fung cides, weedicides, pesticides)
Glycerine
Ink (writing, printing, stencilling, etc.)
Matches
Pharmaceuticals
Wood preservatives
School chalk
Manufacture of leather, rubber, wood and paper
Tanning and leather finishing
Rubber products
Manufacture of plywood
Pulp, paper and paperboard (manufacture)
Manufacture of non-metallic mineral products and products of petroleum and coal
Petroleum
Glass bottles and containers
Sheet glass
Glassware
Pottery, china and earthenware
Cement
Refining of mineral sands
Products from graphite (excluding pencil lead)
Salt
Base metal industries – manufacture of metal products
Iron and steel – basic industries
Non-ferrous metal – basic industries
Manufacture of metal products
Manufacture of machinery (except electrical machinery)
Manufacture of transport equipment
Tea machinery
Rubber machinery
Oil pressing and refining equipment
Rice hullers, coffee grinders, etc.
Accessories for textiles machinery, e.g. reeds, etc.
Boat building
Brake and clutch linings
Silencer manufacture
Radiator manufacture
Springs for motor vehicles
Motor spares not elsewhere specified
Manufacture of electrical machinery apparatus, appliances and supplies
Electric wires and cables
Electric motors
Electric lighting accessories, e.g. lamp holders, witches, plugs, etc.
Miscellaneous manufacturing industries
Surgical instruments
Laboratory equipment
Plastic pipes
Polythene films
Fountain pens
Ball point pens
Pen nibs
Pencils and pencil lead
Crayons
Carbon paper

A fleet of 72 AEC 'Ranger' buses is being sent from AEC's Southall factory to the Philippines. The buses are part of an order worth $750,000, which includes 48 AEC 154-BHP diesel engine and six-speed gearbox units, identical to those fitted in the Rangers, which will become standard replacements in American buses operating in the islands. The order has come from the Pangasinan Transportation Company, which, apart from operating highway services, is building up pioneer routes throughout the Philippines. The fleet will be shipped out in dismantled form later this year to be assembled by the Philippine company, which will build the bodies to its own design. The Ranger is a single-deck bus designed to operate in difficult road conditions, and is particularly well known in the Middle East and Africa. AEC Ltd. entered the Philippine market five years ago, and since then some 50 Ranger buses have entered service there.

Typewriter ribbons
Rubberized fibre

GROUP THREE

All industries other than those specified in Group One and Group Two above, which import industrial raw materials and machinery on Actual User Licences.

All inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468/9).

Regional Organization of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below

Northern Region
Wellbar House, Gallowgate.
Newcastle-upon-Tyne, 1. (Tel. Newcastle 27575.
Code: ONE 2. 27575. Telex No. 53178.)
Sub-Office for Cumberland and Westmorland: Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9.)
R. Wood.

Yorkshire and Humberside Region
City House, New Station Street, Leeds, 1. (Tel. Leeds 38232. Code: OLE 2. 38232. Telex No. 55472.)
E. Atherton.

Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 6271. Telex No. 25991.)
F. Lacey.

London and South Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 4355. Telex No. 25991.)
J. W. Stoodley.

South Western Region
The Pithay, Bristol 1.
(Tel. Bristol 21071.
Code: OBR 2. 21071. Telex No. 44214.)
L. I. Macbeth.

Wales
Government Buildings, Gabalfa, Cardiff. (Tel. Cardiff 62151. Code: OCA 2. 62151. Telex No. 49267.)

District Office
North Wales District Office, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. Colwyn Bay 44261.)
I. Gray.

Midland Region
Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221.
Code: 021, 643, 8221. Telex No. 33702.)
J. F. J. Jardine.

North Western Region
Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. Telex No. 66104.)
R. J. Forbes, C.B.E.

Scotland
314 St. Vincent Street, Glasgow, C3. (Tel. Glasgow City 2855. Code: 041. CIT 2855. Telex No. 77583.) District Office: 29a High Street, Inverness. (Tel. Inverness 30867/8. Code: OIN 3. 30867/8.)
P. J. L. Homan.

Northern Ireland
Ministry of Commerce (Northern Ireland), Chichester House, Chichester Street, Belfast. (Tel. Belfast 28271. Code: OBE 2. 28271. Telex No. 74578.)
H. E. Jones, C.B.E.

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Import licensing of drugs

IMPORT CONTROL NOTICE NO. 4/67, published in the Ceylon Government *Gazette Extraordinary* No. 14,747/1 of May 5, 1967, contains a further list of proprietary drugs which may be imported into Ceylon on licences issued by the Controller of Imports and Exports under Quota Item No. D3 (in terms of Import Control Notice No. 25/64, published in the *Board of Trade Journal* of January 15, 1965, page 136).

The list of drugs may be seen at Tariff Section, Export Services Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

MALAYSIA

Surtax on raw sugar

WITH EFFECT from May 18, 1967, the Malaysian Government has introduced a special surtax of M$25 per ton on raw sugar imported by local sugar refineries. The Ministry of Commerce and Industry say that this measure is designed to stabilize the price of refined sugar.

Pioneer industries ordinance, 1958

THE BOARD OF TRADE has been informed by cable that the Government of the States of Malaya has announced that the following industries and products have been declared Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958.

Industries	Products
(1) Manufacture of containers	Specialized containers for the transport of containerized cargo.
(2) Food manufacturing industries	Freeze-drying of meat, vegetables, fruit and sea-food.

The proposals to designate these products were announced in the *Board of Trade Journals* of March 3, 1967, page 613 and April 7, 1967, page 902. Inquiries regarding Pioneer Industries legislation should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel 01-222 7877, Ext. 2143), quoting reference CRE 1237/4/G.

SINGAPORE

Pioneer Industries Ordinance

THE BOARD OF TRADE have been informed by cable that the Singapore Government has declared the undermentioned industries and products to be 'pioneer industries' and 'pioneer products' under the Pioneer Industries (Relief from Income Tax) Ordinance, 1959:

Industries	Products
(A) Metal working	Light gauge sections of iron and steel
(B)(1) Manufacture of electric/electronics parts and components	Capacitors
(2) Manufacture and assembly of electronics sound equipment, all types	Tape recorders, radiograms, all types; amplifiers, all types

A preliminary notice of the intention of the Singapore Government to designate these products appeared in the *Board of Trade Journal* of April 7, 1967, page 902. Further inquiries about the Pioneer Industries legislation may be made to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, S.W.1 (Tel. 01-222 7877, Ext. 2273), quoting reference CRE 6197/4/G.

A Dunlop Dracone barge recently demonstrated its ease of handling during a 312-mile haul from Chittagong to Narayanganj in East Pakistan carrying 64,000 gallons of diesel fuel. Although these flexible rubberized barges have covered a very large mileage in commercial operation in many parts of the world, this was the longest non-stop delivery undertaken by a Dracone. The towing of the 225-ft. long 'J' type Dracone barge was carried out by a 600 h.p tug.

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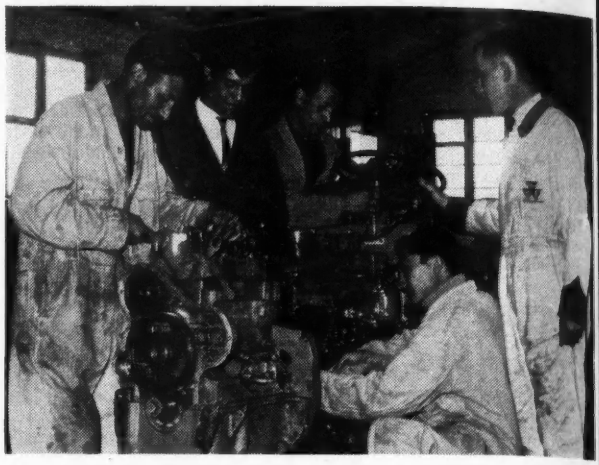
EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

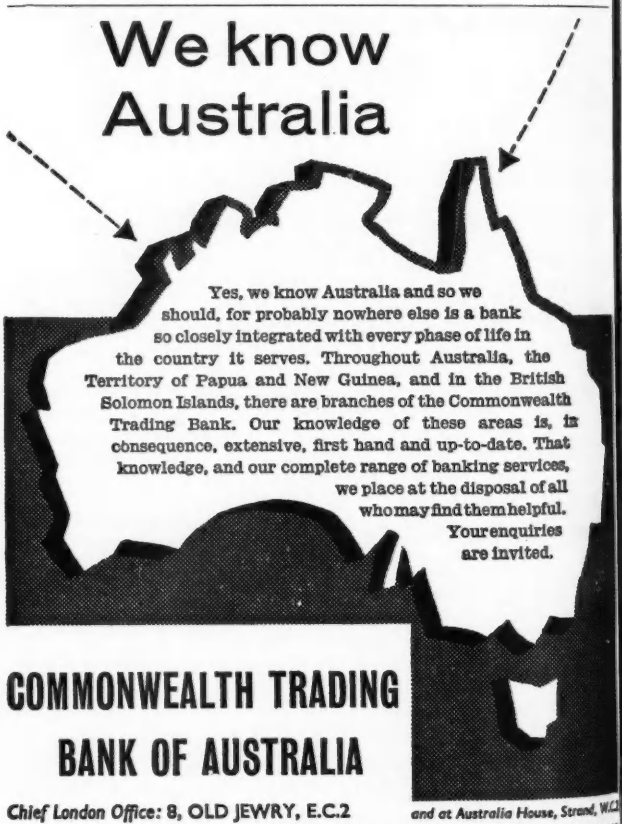
It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given on page 1522 of this issue.

AFGHAN VISITORS TO BRITAIN



These four Afghan Ministry of Agriculture farm machinery specialists now studying in Britain will supervise and run training programmes for farmers who will be taking delivery of new tractors and implements recently purchased from Massey-Ferguson by the Government of Afghanistan. They are among students from many other parts of the world at the Massey-Ferguson School of Farm Mechanization, near Coventry. After completing a nearly five-month course at the 500-acre training centre examining every aspect of the equipment's operation, they will return home to conduct training courses on farms in the south of the country where the new tractors and implements are to be introduced as part of a general plan to increase agricultural productivity. They are pictured here during part of the workshop programme at the MF School stripping down and re-building an MF 135 tractor. Massey-Ferguson have supplied 200 of these tractors with 1,000 implements and trailers to Afghanistan.

We know Australia



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SURINAM

Television sets and aerials temporarily free of import duty

THE NETHERLANDS *Economische Voorlichting* No. 21 of May 25, 1967, states that the period during which television sets and aerials therefor, classified under tariff heading 85.12, may be imported into Surinam free of import duty, has been further extended until July 1, 1967, under Surinam legislation ('La.B. No. 2464') of March 30, 1967.

A previous notice on this subject was published in the *Board of Trade Journal* of March 25, 1966, page 703.

AUSTRALIA

Tariff Board inquiry

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of: (1) **gas-fired water heaters and parts** (tariff item 84.17.911), and (2) **single-engined light aircraft** having an empty weight not exceeding 2,500 lb. (tariff item 88.02).

These references are of departmental origin.

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
84.17	Machinery, plant and similar laboratory equipment, whether or not electrically heated, for the treatment of materials by a process involving a change of temperature, not being machinery or plant of a kind used for domestic purposes; instantaneous or storage water heaters, non-electrical:		
84.17.9	Other:		
84.17.91	Gas fired:		
84.17.911	Gas fired water heaters	47½% Primage 5%	17½%
88.02.000	Flying machines, gliders and kites; rotochutes	7½%	Free

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities **not later than June 21.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference Nos. (1) CRE 1285/67 and (2) CRE 1286/67.

Special Advisory Authority inquiry

THE AUSTRALIAN MINISTER for Trade and Industry has referred to the Special Advisory Authority for inquiry and report the question whether it is necessary that urgent protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of the following goods:

High tenacity man-made fibre yarns, polyester staple fibre and tow, raw normal tenacity yarns of polyester, polyamide and polyester waste (Tariff items 51.01.92, 51.01.999, 56.01.99, 56.02.9 and 56.03).

Details of the tariff items referred to above are obtainable from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

The Special Advisory Authority is required to report within 30 days of the date of the reference.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian British Trade Association, 42 Leicester Square, London, W.C.2 (Tel. Whitehall 5072).

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319 or 2318), quoting reference No. CRE 864/67.

SUBSCRIPTION AND SALES

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Air transport:	
Activity at UK aerodromes (M)	2 June 1967
Aircraft noise at Heathrow Airport (Q)	This week
Mileage and traffic (M)	This week
Trade by air (6-M)	14 April 1967
Balance of payments (Q)	24 Mar. 1967
Bankruptcy orders (Q)	5 May 1967
Business names registered (A)	10 Feb. 1967
Capital expenditure:	
By industry (Q)	This week
Distributive and service trades (A)	30 Dec. 1966
Industry's investment intentions (3 times a year)	27 Jan. 1967
Catering trades turnover (M)	19 May 1967
Chemical industries production (6-M)	19 May 1967
Companies:	
Income and finance (Q)	5 May 1967
New companies registered:	
Gt. Britain (M)	This week
N. Ireland (M)	26 May 1967
Credit:	
Instalment credit business (M)	12 May 1967
International trade credit (A)	17 June 1966
Engineering and electrical goods:	
Deliveries of certain products (Q)	7 April 1967
Production, exports and orders (M)	26 May 1967
ECGD business (Q)	10 Feb. 1967
Film industry:	
British Film Fund Agency returns (M)	This week
Cinema admissions and takings (M)	19 May 1967
Overseas payments and earnings (A)	6 Jan. 1967
Registrations of films (A)	27 Jan. 1967
Trends in film-going (A)	9 Sept. 1966
Food:	
Consumption levels (A)	26 Aug. 1966
Household consumption (Q)	27 Jan. 1967
Footwear industry orders (M)	19 May 1967
Foreign trade:	
Commonwealth trade (A)	1 July 1966
Sterling area trade summary (Q)	12 May 1967
Trends in exports of manufactures (A)	18 Nov. 1966
World trade and production (Q)	19 May 1967
Foreign trade of the UK:	
Unit value and volume index nos. (M)	This week
Value of overseas trade (M)	19 May 1967
Gold and convertible currency reserves (M)	This week
Hairdressing trades turnover (M)	19 May 1967
Hire-purchase:	
Assets and liabilities of HP companies (Q)	19 May 1967
Business (M)	This week
Industrial building provisional figures (Q)	28 April 1967
Industrial production:	
Index nos. (M)	26 May 1967
N. Ireland index (M)	2 June 1967
Insurance companies:	
Assets (A)	1 July 1966
Transactions (Q)	31 Mar. 1967
Investment and earnings overseas (A)	10 June 1966
Laundries and dry cleaners turnover (M)	19 May 1967
Machine tools deliveries and orders (M)	19 May 1967
Man-made fibres:	
Analysis of production (A)	7 April 1967
Analysis of production (Q)	7 April 1967
Deliveries (Q)	5 May 1967
Production (M)	This week
Motor industry:	
Car and commercial vehicle production (M)	26 May 1967
Motor trades turnover (M)	This week
Nationalized industries overdrafts (M)	2 June 1967
Partnerships registered (A)	10 Feb. 1967
Pension funds:	
Assets (A)	1 July 1966
Transactions (Q)	3 Mar. 1967
Retail prices index (M)	26 May 1967
Retail trade:	
Index nos. (M)	This week
N. Ireland index (M)	2 June 1967
Royalty transactions (A)	29 July 1966
Shipping movements at UK ports (M)	19 May 1967
Stocks:	
Distributive and service trades (A)	30 Dec. 1966
Manufacturers', wholesalers' and distributors' (Q)	This week
Retail (M)	This week
Television:	
Overseas payments and earnings (A)	6 Jan. 1967
Textiles:	
Clothing and textile orders and deliveries (M)	26 May 1967
Cotton production (M)	26 May 1967
Wholesale houses sales (M)	19 May 1967
Wool exports (Q)	24 Feb. 1967
Wool output (M)	26 May 1967
Tourism:	
International tourism (A)	16 Sept. 1966
UK tourist traffic (M)	2 June 1967
Wholesale prices:	
Average prices of selected commodities (A)	24 Feb. 1967
Index nos. (M)	12 May 1967

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade addresses	12 May 1967
Board of Trade regional organization	This week
British and Commonwealth chambers of commerce and other British business organizations overseas	11 Mar. 1966
British commercial representatives overseas	19 May 1967
Directory of Board of Trade departments and their work	26 May 1967
ECGD local offices	21 April 1967
Official Receivers' Offices	16 Dec. 1966
United States consular offices in the UK	17 June 1966

MISCELLANEOUS ADVERTISEMENTS

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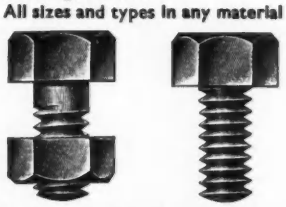

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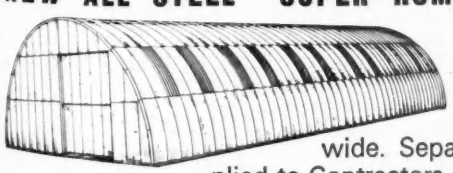

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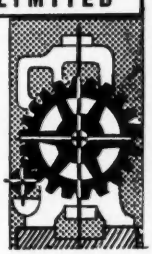

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